

# AMERICAN CATTLE PRODUCER

Volume XVIII

DENVER, COLORADO

Number 3



AUGUST 1936

OFFICIAL ORGAN OF THE  
AMERICAN NATIONAL LIVE STOCK  
ASSOCIATION

PUBLISHED MONTHLY

ONE DOLLAR A YEAR



## IS SWIFT & COMPANY?

We could answer "It's a company which supplies meat, dairy and poultry products to the people of the United States wherever they may live." But that no more tells who Swift & Company is than to describe Admiral Byrd as "the man who wears the fur hat."

Swift & Company is owned by a laborer in Pennsylvania, a farmer in Iowa, a doctor in New York, a Middle Western banker, a rancher in Texas, a stenographer in Chicago and more than 54,000 other men and women from all walks of life who have invested their money in this concern.

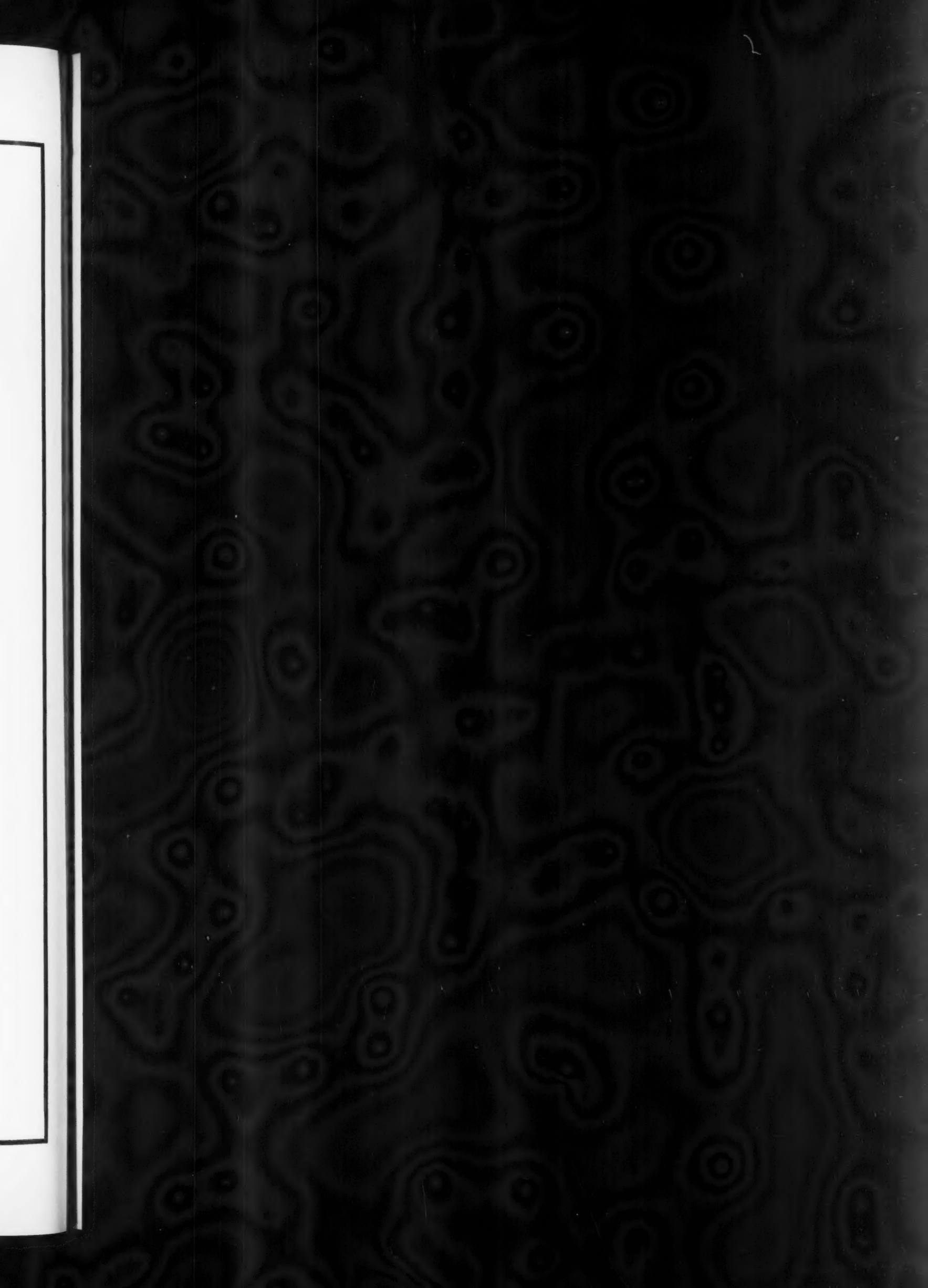
24,000 of these shareholders are women. Thousands of them live on farms, in tiny townships, and thousands more dwell in the great cities. More than 10,000 shareholders are Swift & Company employees. These plus 50,000 other employees go to make up Swift & Company. At least 2,400 shareholders would be required to vote a majority of the stock outstanding.

This concern is well organized, stable and progressive.

The business of distributing meat, dairy and poultry products to all corners of the country is a necessary part of the nation's well-being.

## Swift & Company

*Swift & Company's net profits from all sources have averaged only a fraction of a cent per pound over a period of years.*









# THE AMERICAN CATTLE PRODUCER

Volume XVIII

DENVER, COLORADO, AUGUST, 1936

Number 3

## The Old Cattleman's Scrapbook

The Old Man Tells a Story of the Symbols That Have Branded Cattle Since the Beginning of the West

BY WILL C. BARNES

ABOUT THE YEAR 1886 when the open range cattle business was probably at its peak, the idea of advertising one's brand so the public might become acquainted with it became general all over the range country.

Naturally the local papers, and especially those which catered to the range live-stock business in the West, boosted the idea, until it was a poor cowman indeed who did not advertise his brands and marks in some of the newspapers in his vicinity. The Old Man's scrapbook was full of these illustrated advertisements. At first they were very crude

affairs, mostly rough woodcuts in black and white or just an outline of the brand itself.

### Artistic Advertising

Then the artistic tastes of the range-men demanded more style and action. So the publishers rose to the occasion, with the result that some of the advertisements were real bits of artistic and humorous design.

Page after page of each week's issue of prominent range newspapers devoted almost wholly to the interests of western cowmen was filled with these illustrated brands.

As he looked them over, the Old Man's eyes were moist. What recollections of long-ago days they did bring up! Here was old Lou Willard's advertisement. Willard insisted that his cut must be that of a cow. Mostly they were either steers or bulls. "Make her a cow, or leave me out," was his demand on the editor. Outside of the brand of Shipp Brothers, which showed how "the cow jumped over the moon," this was the only cut of a sure-enough cow he ever remembers seeing in a range paper.

And Wingfield's "Hatchet" brand has been run in northern Arizona for more than fifty years and still is run there.

Jim Van Deren's "Pistol" brand was a noted one, chiefly because of the difficulty the boys had in putting it on a cow without the regular "stamp iron." What a mess they did make of it when trying to paint it on a calf with a "running iron."

Those old-timers were surely full of dry humor when it came to brand pictures. Tom Cartter, over at Walnut Grove, swore he had to put boots on the hind feet of his cattle because they got sore-footed on his rocky range.

Joe Hampson, who built a goodly part



D. W. THORNE.

Brand, bar over circle A on left ribe of cattle and left thigh of horses. Range—On Lynx Creek Yavapai county, A. T. Ear marks, three bits in left ear. Jug handle under neck.



L. A. WILLARD.

Range—Upper Verde and the Mogollon Mts P. O.—Cottonwood, Arizona Yavapai County Dew lap on cattle. Ear Marks—See cut.

Horse brand—same on left thigh. All animals not vented on.

### OLD WOODCUT AND A LATER MODEL

of the Santa Fe railroad through western Kansas, New Mexico, and Arizona, shipped out a trainload of blooded white-faced heifers from one of his farms in the Sunflower State, and since about 1883 the Double Circle has been one of the best-known irons in the range country.

Ed Witherell said he did not propose to have anybody monkeying with his brand "if he could help it." Hence the warning note on the bottom of his ad.

Bill Clift spelled his entire name out in big capital letters on every animal he owned. "I'm not selling hides," was his answer when some steer-buyer protested over the size of his brand. "Meat is what I'm offering. You fellows get the hide throwed in."

### Wierd Symbols

One Christmas day, some of his lively young nephews who were visiting the Old Man's ranch dragged out the old scrapbook, and with a wild whoop demanded of him some explanations of the various items therein. Especially were they interested in the pages of old brand advertisements which he had stuck away as souvenirs.

They wanted to know something about them. How were they named or called? What did they mean? Why were some of them so funny looking?

## \$1,000 REWARD.

I desire to call attention to my marks and brands for cattle, as shown in cut. I sell no stock cattle, and will pay \$1,000 reward for the arrest and conviction of any person or persons unlawfully handling cattle in the following brand and marks;



J. H. HAMPSON.

P. O.—EL PASO, TEXAS. Ranch P. O.—CLIFTON, ARIZONA.

ADVERTISING ART IN FULL PLAY

With a lead pencil and some sheets of paper he worked out a lot of them for the youngsters.

"You know, boys," he began, "this sort of a hieroglyphic, —, is called a bar. Such for example, as  $\overline{A}$ , Bar A, or  $\overline{S}$ , S Bar. A quarter circle,  $\frown$ , is used this way:  $\frown E$ , Quarter Circle E. The character  $\wedge$  is called a Rafter; thus,  $\wedge R$  is Rafter R, or sometimes Half Diamond R.  $\sim$  becomes the Flying W;  $\sim W$ , the Running W;  $\sim A$ , the Walking A;  $\infty$ , the Lazy B;  $\text{J}$ , the Cross J;  $\oplus$ , the Double D or Buckle;  $\odot$ , the Circle Dot.  $\wedge$  this way is the Open A; made thus,  $\times$ , the Diamond A; and thus,  $\text{A}$ , the Cross A."

"Lying on its back makes it lazy?" one of the boys asked.

"Sure thing," replied the Uncle, "or on its side, like this,  $\text{S}$ , which is read Lazy S." How the boys did laugh over this idea!

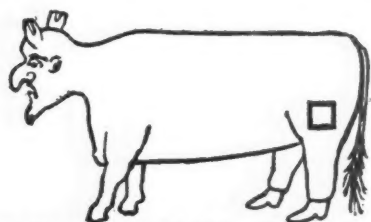
The Old Man continued: "The owner's name often suggested the brand. Old Pete Coffin, over in southeastern New Mexico, loaded his old cows down with this character in their left ribs:  $\text{O}$ ."

#### Self-Naming Irons

"The  $\text{KT}$ , K T Bar brand, told every puncher who saw it that all cattle so decorated were the property of Mrs. Katie Barr. There was a genial old Frenchman in central New Mexico named Bujac. His wild and woolly neighbors insisted on Anglicizing it into 'Boot Jack.' When he bought a bunch of cows and applied to the brand board for a brand he asked for the character  $\text{B}$  and got it. Every cow he owned was stamped with this brand.

"Jovial Henry Potts decorated all his cows with this self-naming iron:  $\text{S}$ . Over on the Maxwell Grant, in northern New Mexico, a young fellow from Philadelphia kept the state of his birth in remembrance with the brand he adopted—the Keystone, thus,  $\text{K}$ ."

"Every range state has a 'Barbecue' brand, thus,  $\text{BQ}$ . Old Jack Barber, whose cattle grazed over half a state, wove his name into his brand thus,  $\text{BR}$ , Bar B R. So did Joseph Key, with this symbol:  $\text{K}$ . Another cow-



The above brand is high up on left hip instead of low down, as it appears in the cut.

T. B. CARTTER,

Postoffice Address—WALNUT GROVE, Arizona. Brand and Ear Marks same as is represented in the above cut.

Range.—Walnut Grove and vicinity, Yavapai county, Arizona.

THE SHOD STEER

man who had for years owned a gambling place in the early days went him one better with  $\text{No. 1}$ , Keno. Bob Bell did the same, with his  $\text{A}$ ; also Frank Hart, with  $\text{H}$ ; Bill Head, with  $\text{H}$ ; Franklin Fish, with  $\text{F}$ ; and George Spear, with  $\text{S}$ .

"No regular cow hand misread any of these. They all spoke for themselves."

"Here are a couple of funny-looking brands," said one of the boys. "How did they call them?"

"Easy enough, my boy. That's a Pine Tree, the brand used by the Lone Pine Cattle Company, of California, in early years— $\text{P}$ . The other was the property of the Pitchfork Cattle Company, of Wyoming, and was meant for a pitchfork— $\text{F}$ ."

"Down in western New Mexico, Bill Slaughter had four good-looking daughters. As they were born he branded out of his herd fifty good young cows for each girl. The girls were named May, Anna, Sue, and Jennie. The old man's brand was a huge  $\text{S}$  on the left hip. To retain the family brand and still give each girl a distinctive iron, father Slaughter recorded for them  $\text{MAY, SUE, ANA}$ , and  $\text{JEN}$ —three letters on the left ribs, with the family  $\text{S}$  on the hip of each. And, boys, if anyone's calves were branded on the round-ups or elsewhere, those following the Slaughter girls' cows were the ones. Moreover, nobody ever tried to 'work over' one of the Slaughter girls' brands, although occasionally some venturesome chap would try his hand on one of the old man's cows, if he found her off the Slaughter range and not claimed for a couple of round-ups."

#### Working Over

"What do you mean by 'working over'?" asked another of his audience. Uncle Bill smiled at the question.

"Well, for example, take the Slaughter  $\text{S}$ . One of the cows gets off onto another range where the fall round-up didn't catch her. After it had gone on and the cow's hair began to get long, as it does in the fall, some 'nester' on the range, who had his eye on her and her calf all summer, slipped out one day to the corner of the range where she ran and drove her into a bit of rough country where nobody was likely to ride during the winter, roped and tied her down, built a branding fire in which he heated his 'saddle iron' or 'pot hook'—a thing, by the way, forbidden by law—and proceeded to do a very satisfactory job of 'working her brand over' by turning the  $\text{S}$  on her hip into a figure  $\text{8}$ . Some were changed to  $\text{8}$ , or several other combinations of the original brand, which, with a little clipping of the ears with his pocket knife to change the earmarks, so disguised the cow that in the spring, with her hair long and the cow perhaps poor, the 'working over' process was never noticed, unless some suspicion was directed against the man who claimed the cow under the new brand.

"Then, if things did not look exactly right, the cow would be cut into the day herd and taken to some cattle inspector who, after making a careful inspection of the animal and her brand and mark, often stood by while she was killed and skinned. In case the original brand had been 'doctored' or 'worked over,' the inside or 'fleshy' side of the hide invariably showed clear signs of it. The old brand after several years of growth always had a heavy line or scar on the inside, while the new work scarcely showed at all on that side—one of nature's odd quirks."

"The interested party in the affair generally cut out a square piece of the hide with the brand on it, took the names of the witnesses to the operation, and otherwise prepared for future action."

"When a jury of western rangemen heard the evidence and saw the bit of branded hide, it seldom took them long to come to a decision of 'guilty.'"

"Mm, pretty smart," was the decision of the boys. "Show us some more worked-over brands, please."

#### Skilful Rustlers

"Well, the fact is, there are very few brands that can't be worked over by a skilful rustler. Take the  $\text{H}$ , Seven H L brand, which is common all over the range country. The rustler easily turns it from  $\text{H}$  to  $\text{O}$ , Block H Block; or  $\text{3-E}$ , E H E; or  $\text{3-E}$ , E Cross E.  $\text{LS}$  he soon turns into  $\text{48}$ . The  $\text{U}$ , Flying U, into either  $\text{V}$ , Seven Up, or  $\text{P}$ , P U P."

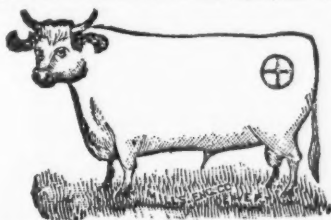
"The famous  $\text{T}$ , Hat brand, he easily works into  $\text{T}$ , Flying T, while the  $\text{H}$ , Cross H, wholly changed from its original shape when it became the  $\text{H}$ , Window Sash. One of the most ingenious and notorious jobs of brand burning ever known was that which changed the iron known all over the range country as the  $\text{I}$ , Hashknife, owned by the Aztec Cattle Company, of northern Arizona. When the 'smarty' who did this job finished his work, the  $\text{I}$  had become what he announced as the 'Cow Drinking out of a Water Trough,'  $\text{W}$ . There were but half a dozen cows turned up carrying this novel brand next spring, and the joker who did it was eventually arrested, tried, and sent down to the 'Hoosgow'—Juzgado\*—at Yuma, where he rested on his laurels for several years. Another well-known case of brand burning was up in Montana where a big cattle company ran what was known as the  $\text{U}$ , Eleven Quarter Circle iron. Off in one corner of its range, a chap from Texas busied himself one long winter in changing this over into what he had recorded in the state brand office as  $\text{U}$ , Rocking Chair. It took some keen lawyers about a year to build up enough evidence to convict him in court, which they finally did. Even then he got away with a goodly number of 'long yearlings.'"

\*Juzgado. The prisoners' dock or bench in a Spanish court room.



**E. H. WITHERELL,**

Postoffice Address—PRESCOTT, ARIZONA.  
Cattle and horses branded as shown in cuts below



Ear Marks—Underbit in left and upperbit in right  
Range—Lonesome Valley and Black Hills range at  
Co., Arizona.

Also owner of the following brands,



Left thigh. Left shoulder. Right thigh. Left Side

A liberal reward will be paid for the return of any strays to my ranch. I also wish it understood that no "monkeying" with my stock will be tolerated, and any person who seeks, off of my herd, to illegitimately increase his own, will have the hot soup of justice everlastingly pumped into him.

**A GENTLE WARNING**

Uncle Bill laid the scrapbook down. "Of course, boys, this sort of stealing couldn't be done for very long or in large numbers. If the thief was satisfied with a comparatively few animals, he often got off with them. But let his new brand show up on too many in the spring round-ups, and he generally had to quit the country between two days or else appear before some grand jury that didn't look with favor on such operations. A favorite trick of the owners of regular brands on which a thief was working was to slip off to the capital or county seat and record the new brand in their own name. Then, when the chap who had done all the hard work sent in to have it recorded, he found it already on the books and was helpless. The cowboys merely rebranded them all into the original owner's brand and let it go at that."

**Usually Caught**

"Like most criminal operations, the man who attempts to make a living off of other men's property, especially cows, in the final analysis generally finds himself discovered and gets what's coming to him.

"That there Circle Dot brand," he continued, "was the cause of a vigilance committee doing some good work on a young fellow who was carrying on rather a wholesale business in brand burning. They didn't bother the courts in his case, but hung him and a couple of his pals all three on one pine tree, not so far from here."

"Tell us about it, please," the boys said, as with one voice.

Uncle Bill smiled. "Some other time, perhaps." And that had to do them for that time.

# The Cattle Situation in the South

**Cattle of the South Will Be Improved, but That Part of the Country Must Remain as the Cotton-Producing Section**

BY W. T. COBB

*Secretary, Louisiana Cattlemen's Association*

NEWS ARTICLES and editorials appearing in many northern and western papers and magazines relative to live-stock conditions and progress in the South are misleading and calculated to build sectional prejudices that have no place in this country. There are, and in the very nature of the farming and live-stock industry there must remain, certain sectional competitions for such markets as exist; but these are unavoidable and should be accepted in a spirit of "live and let live."

The South is preeminently a cotton-producing section and must remain so, not only for its own good, but for the benefit of the interwoven industries, including the northern dairy industry and western beef grower. But the past hundred years in cotton has so reduced the fertility of the soil and so eroded the lands that something must be done if this crop is to continue to be a major one over most of the southern territory. The natural and inevitable movement will be toward grass and live stock as a means of livelihood for the farm owner. So it behooves all industries that now have a market in the South to use their every effort to make cotton so attractive that no other operation can compete.

Every blow aimed at the South's recovery through cotton will ultimately rebound to the detriment of all concerned with marketing their products in the South, whether corn and hogs from the Corn Belt, beef from the West, dairy products from Wisconsin, Minnesota, and New York, or industrial products from manufacturing centers.

**Censuses Cause Misunderstanding**

Now let us look at some figures that have given rise to the uneasiness that has made the South suddenly about-face and go into the live-stock business almost overnight. The general opinion as expressed in the above mentioned articles would lead one to believe that the South is rapidly going into cattle and dairy production through the use of lands retired from cash crops. Such is not a true picture of conditions, although the Bureau of Crop Estimates figures for 1930 to 1935 and the recent farm census figures give reason to believe such is the case.

For instance, in Louisiana the figures are as follows: In 1930, 684,000 cattle; in 1931, 705,000, an increase of 3 per cent; in 1932, 740,000, an 8.1 per cent increase; in 1933, 784,000, 14.6 per cent above 1930; in 1934, 839,000, 22.66 per cent ahead; and in 1935, 872,000, an advance of 27.48 per cent. The farm

census of 1935 gives 1,082,000 head, a 58.18 per cent increase over the 1930 count.

Further to complicate the matter, the figures secured by actual count during the progress of tuberculosis eradication showed that the census figure, as revised in 1935, did not give an accurate estimate of cattle on farms and ranges in this state. Typical examples are the Acadia County census figures for 1930 and 1935, which were 20,693 and 41,320 head, respectively, while the tuberculosis test record for 1935 showed 61,669 head; and in Calcasieu County the respective figures are 24,942, 48,104, and 87,950. For the state as a whole, 648,000 is given as the 1930 census, 1,082,000 as the 1935 numbering, and 1,476,584 as the 1935 tuberculosis test count.

All the adjustments in the figures given above have been made since 1930, so there is a real reason for a misunderstanding unless all the facts are known.

The actual fact so far as Louisiana is concerned is that there probably are fewer cattle on farms and ranches in the state at the present time than at any time during the past five years. This is due to the comparatively high price of cattle during 1934 and 1935. This has caused the liquidation of thousands of animals that were dammed up on the ranges during the low-price period prevailing in 1931 and 1932. These low prices were further pushed down by the fact that for several years previous to the extremely low period and during those disastrous years the tick-eradication program broke down and only 22 counties out of 64 in the state could ship cattle without prohibitive sanitary treatment and inspection. This treatment, double dipping, eight days apart, and a clean inspection so far as ticks were concerned, was extra cost and trouble and made shipping almost prohibitive. A \$2 to \$4 extra charge on steers bringing only \$10 left little for the producer. The result was that the calf crops of 1931, 1932, and 1933 were carried over into 1934, and the cattle population reached a peak during that year. Liquidation started during 1934 in 17 additional parishes, 15 of which carried a cattle population of over 550,000 head. All the steers of this area over two years old were liquidated and much of the current calf crop found its way to market at attractive prices and profit. Herds were culled of old she-stuff. Just as soon as the regulations relative to shipping were passed, many owners preferred thinning out their herds to dipping them. The results were that at the beginning of 1935 there



were fewer cattle in Louisiana than at any time since 1932.

#### Farming Systems Change Slowly

The change from one crop to another is a slow process even at best. Only dire necessity causes people to modify their system of farming. This fact is clearly shown by the fact that from 1904 the doctrine of Dr. Seaman A. Knapp has been preached in all sections of the South. His doctrine was that of diversification and a balanced agriculture.

Thirty years has not made a very decided change in any territory except the area where the boll weevil actually forced cotton off the map. The big problem of the South today is to balance her agriculture. This seemed almost impossible under the old system. But a balanced agriculture for the South does not mean an entire reversal of form, with live stock taking the place of other cash crops; but it does mean the retirement of many submarginal acres from cash-crop production to grass and timber, and it does mean an improvement in the grade of cattle and more provision made for their year round care.

The improvement in the grade of southern cattle will add materially to the price of good cattle; for it is a well-known fact that all prices are ultimately limited by the lower grades of commodities. The present program in Louisiana is designed to improve the grade of the cattle produced, with little if any increase in total numbers. We believe the entire South has the same aim.

#### Care of Fleeces

Careful wool growers shear when the wool is dry; they do their shearing on a dry surface—a clean, smooth floor, or one covered with burlap or an old carpet; they shear close to the skin, so a second cut will not be necessary.

This is the advice of government wool marketing specialists, says C. R. Townsend, district agricultural agent in Nevada. These federal men point out that too much moisture injures the fleece through mold and water stains; that dirt and moisture lower the value of a clip; and that second cuts result in fibers too short properly to use in worsted machinery.

Another suggestion is that the sheepman try not to break the fleece when shearing, because it is hard to roll and tie up a broken fleece. Tag before shearing, it is advised, otherwise stained, lower-quality wool will result; roll the fleeces with the flesh side out, to give the wool a brighter appearance; for easy handling, tie each fleece separately, using paper twine only; keep trash away from the wool; pack the fleece in clean wool bags of regulation size; pack different kinds of wool separately; and, in branding sheep, use a small mark with a regular branding fluid.

## Taylor Grazing Act Fees in Nevada

Nearly All Nevada Is Public Domain, but Rangemen Pay for Use through Taxes. They Contend 1936 Fee Is Unauthorized

BY WILLIAM B. WRIGHT

Deeth, Nevada

NO NATIONAL legislation of importance to the live-stock industry during the past two years has produced more discussion, caused more travel by stockmen to attend various meetings, or provided more material for government propaganda than the Taylor Grazing Act. While this act, with its possible effect upon the range industry, has not been of immediate concern to operators not using the public range, most all western stockmen have been definitely interested in its development. It is a far-reaching law of no certain consequences in its application of worthy theories to a highly complicated problem.

That state most vitally affected is Nevada. Of the entire public domain area, Nevada contains approximately one-third. Only 11 per cent of the entire area of this range state is in private ownership; one-half of the 11 per cent is owned by the railroads and is customarily leased to the live-stock industry; yet, about 25 per cent of all taxes which go to maintain the state come from land taxation alone. It must be obvious that proper application of a law designed to control between 80 and 90 per cent of the area within its boundaries is of definite significance to the welfare of the state.

#### Complex Problem

Federal regulation of public range goes so deep into State rights, land-tax structures, and long established customs of use, that development of centralized regulation requires careful analysis, thorough study, and cautious adjustments. Theoretically, such regulation seems simple, particularly when sugar-coated by repeated department assurances of local control by stockmen; but actually it is a highly complex problem, going to the very roots of the range industry, and somewhat disillusioning when, in the first dose of application, recommendations by local stockmen concerning fees are overridden by arbitrary government regulations. Conditions surrounding the use of public ranges are different in each state and present varying problems even within single states.

This is not the time to discuss the merits of federal control versus state control, or a new grazing service versus the old established service of the forest; for the Taylor Grazing Act is a federal law written on the books and must be regarded as such.

#### Binding Restrictions

As most western stockmen know, the Taylor Grazing Act is the remodeled

Colton Bill, debated for years before Congress. The Colton Bill was not passed, primarily because of grave concern on the part of opponents to the bill over possible danger in granting too much regulatory power to a government bureau. If one wishes to study the record of committee hearings on both the Colton and Taylor bills, one cannot help but be impressed by the determined efforts of our legislators to write into these bills restrictive provisions limiting the authority of the proposed administrators. Therefore, while the Taylor Act may not be all that many would like to have, it does offer a basic law for grazing regulation, the primary purpose of which is to provide for the proper use of the lands and stabilize the live-stock industry dependent upon public ranges.

It is fundamental to success in application of any law that restrictive provisions applying to its administrator be as binding upon him as those provisions applying to others be binding upon them. If there is one feature of the Taylor Act which stands above all others in its desirability as constructive legislation, it is that in it the industry has a definite grazing law, with specific limitations upon not only the range user but the administrators of the law as well. It occurs to the stockmen of Nevada that if in the primary application arbitrary interpretations and departmental precedents are permitted to supersede the actual law, then there is grave danger of losing to the industry many benefits which otherwise may result.

#### Burdensome Fee

Nevada for years has recognized the necessity for range regulation and, perhaps more than any other state, has progressed with state policing laws, range water appropriations, water improvements, and strategic land ownership. Her courts have gone a long way in adjudicating many range uses. These developments have been carried on at no small cost to the industry, which costs contribute substantially to the capital invested in ranch units. As the value of ranch properties and stock-watering rights is dependent upon the use of the public range, so is the value of the public range dependent upon the industries built up by investment in grazing and agricultural lands, stock-watering rights, and improvements. The value of these ranges has been recognized for years, and their use is so dependent, for economical and beneficial use of available

feed, upon water rights vested in Nevada stockmen and the companionate grazing and agricultural land holdings of these stockmen, that tax appraisals are based, not alone upon intrinsic value of private holdings, but upon their extrinsic worth as well, the latter being relative use of public range. For many years, therefore, Nevada stockmen have paid dearly through state taxation for their use of public range. If the method of payment is to be changed, these same stockmen require an opportunity to adjust their operations to care for the altered set-up. Any additional payment at this time, even though appearing nominal, is a most serious and burdensome problem in the state of Nevada.

The theory that the fee is not unduly burdensome, because 75 per cent of fees is refunded to the districts from which collected, is not tenable. First, because the money so refunded must be used for range improvements, thereby enforcing improvements the economic return from which is very questionable on the Nevada type of range. Second, because this enforced improvement development will likely aggravate the tax cost situation. Theoretically, these range improvements and federal regulation should enhance the value of the live-stock units. Therefore, if the value is enhanced, even though only in theory, the state tax commission will more likely raise than lower ranch property appraisals. It will require no small amount of study over a substantial period of time to adjust compensating methods of payment for range use.

#### Absent Authority

Section 3 of the Taylor Act provides for the collection of a reasonable grazing fee by the Secretary of the Interior upon the issuance of a permit. The grazing service has seen fit not to issue permits under Section 3 during 1936, but in lieu thereof "temporary licenses" under Section 2 of the act. It makes little difference to stockmen whether they are issued licenses or permits, as the two terms are more or less synonymous. It makes a substantial difference, however, when one considers the source of authority for issuance and the character of the privilege granted under the department's interpretation of "temporary license." Temporary licenses under rules of March 2, 1936, expressly state that they are temporary and revocable without any qualifications or restrictions upon such right of revocation, while authorized permits under Section 3 are for a fixed period. Temporary licenses carry no right of renewal, while authorized permits under Section 3 shall not be denied renewal if such denial will impair the value of the grazing units of permittees. If the department has neither the courage nor the ability to issue permits in 1936, but still can collect an arbitrary fee in 1936, what is to prevent

an indefinite continuation of this temporary and unstable method of handling the administration of the law?

It is on the theory of the absence of authority to collect a fee under Section 2 of the act that Nevada stockmen have brought a restraining suit to prevent the collection of a grazing fee in 1936. A range emergency does not exist to the extent that departmental rulings or the establishment of dangerous precedents should supersede what may be developed to become a sound law. It is generally known that to change a departmental precedent is more difficult than passing a law through Congress.

#### Warning Inconsistent

It is rather interesting to note that, when the court action was first discussed and after many appeals to the department had failed of relief concerning fee collection, Nevada stockmen were warned by department representatives that if they did not consider "the public domain worth anything" (which, of course, has not been claimed by the stockmen) other uses would speedily be made of their ranges, that the water and strategic lands would be acquired to an extent forcing reorganization of the range industry in the state. This seems to be a somewhat surprising and most inconsistent warning. For about two years there has been going on a high-powered campaign selling application of the Taylor Act to the western stockmen as a cure-all for range problems. Emphasized to them has been the great fundamental value in having a specific law designed to stabilize the live-stock industry dependent upon public ranges. Responsibility for the accomplishments intended under this law rests entirely with the Secretary of the Interior. Yet the warning implies that, if the stockmen do not agree with the department's administration and question angles of legal interpretation, they are in serious danger of having their ranges put to other use. If this law is so valueless in protecting users of the range that by a mere assertion of their rights under it the ranges may be taken from them, just what has the department been endeavoring to promote for the stockmen?

Referring to the speedy acquisition for other uses, the warning seems to disregard two very important and fundamental considerations. First, the primary purpose of the act, and, second, State rights. Strategic lands have long since been acquired by private ownership. As title to water is vested in the states, stockmen have long since appropriated stock-watering rights. Are the stockmen of Nevada to believe that the administrators of this range law would be a party to confiscation of private property in the event their policies are questioned?

Nevada stockmen have no desire to be obstructionists, nor do they wish to be

stampeded by propaganda which is unsound in theories advanced, even though carrying an official seal. It is believed that if the act is a sound statute it has tremendous possibilities for good. If, on the other hand, this act is not sound as a stabilizing range law, the sooner that is determined the better. If, under the pretext of administering this law, department representatives can arbitrarily make their own interpretations and juggle it about to carry out their theories, no matter how sincerely conceived, then the law is very dangerous. It is believed by these same stockmen that differences of opinion and analyses of the law must be carefully considered and the execution of it worked out consistently and in full recognition of the law's limitations.

#### Energizing the Industry

The way to whip up efficiency and help stabilize the cattle industry, says Chester A. Brennen, range management economist of the University of Nevada, addressing himself to Nevada ranchers who operate properly balanced outfits, is by:

Getting good calf crops—65 to 80 per cent;

Keeping death losses low—1 to 3 per cent;

Holding running cost to a minimum consistent with the production output best suited to the ranch;

Providing at least one serviceable bull for every twenty-five breeding cows;

Holding bulls in reserve and placing fresh ones in the herd periodically;

Saving winter calves through special attention and shelter;

Growing out weaner calves with extra feed and care;

Selling open heifers instead of good breeding cows in calf;

Selling twenty-month-old steers where running costs are relatively high, especially if heavy winter feeding is required;

Selling calves from desert type ranches where carrying costs are low and good range is not dependable;

Selling long two- and three-year-old cattle from good range ranches where lots of cheap, rough feed is conducive to low carrying costs;

Getting good production output—250 pounds or over per cow unit operated; Getting full value of the cattle at market time;

Building up a reserve in good years to carry through lean years, thus avoiding burdensome indebtedness and interest payments.

Brennen asserts that instances of ranch and range unbalance, poor management, and extravagance must first be corrected in order to give the other factors a chance.



## Our Reciprocal Trade Policy

**America's Financial and Trade Policies Stand Alone Against the World; They Must Be Changed, Says This Contributed Article**

**I**N DECEMBER, 1935, the new Canadian reciprocal trade pact was published. Its effective date was January 1 of this year. It included Mexico and other countries and made radical reductions in our tariffs on cattle, dairy products, fish, and many other articles. Few people realize the gravity of this and other such pacts (thirteen have been entered into in the past two years) which have, roundly, reduced our tariff protection 50 per cent and which include over 300 articles and schedules of imports. No such sweeping reductions of our tariffs have heretofore been made.

Naturally, these pact duty reductions invited more imports. As to the export increases hoped for under the treaties, they either were comparatively small or were not secured at all. As time goes on, the bad results of the pact policy become more and more apparent.

The pact policy is a radical departure from our traditional system of protection of American industry against the manufactures and other products of foreign lands, all produced by cheap foreign labor, even fantastically cheap, judged by our standards. A cotton coolie of India receives 6 annas (3 cents) a day, in China the worker receives an equivalent amount, while Japanese labor receives from  $\frac{1}{2}$  to 3 cents an hour. Necessarily, without such tariffs as we have had we should have been simply an agricultural country, largely like China, with few industries. So one naturally asks the why of these pacts and what of their background.

### Foreigners Spurn America's Proposals

At the London Economic Conference, called by our President primarily to induce the nations to agree to the removal of trade barriers, to adopt a measure of disarmament, and to take measures for the relief of the unemployed, the American proposals were spurned by the other fifty-four conference nations. They had imposts that averaged far higher and that were more thorough than our Smoot-Hawley tariffs, and in addition had developed manipulative currencies, import quotas, debased currency duties, embargoes, and export freight subsidies which we did not have, and many of the countries proceeded to block or ration their exchanges—they refused any and all of the American conference agenda.

Though our diplomats returned empty handed (we should have been warned by the foreign attitudes), the reciprocal pact bill was urged upon Congress. It gave our Department of State power to consummate reciprocal pacts with maximum reductions in duties of 50 per cent.

Although on their faces the pacts were bilateral, by virtue of previous treaties, with "most-favored-nation" clauses, they would include twenty-one foreign nations. Their wide scope here becomes at once apparent. The bill was made law in 1934. If the foreign world would not remove its trade barriers, then America alone would, though by this time trade restrictions here were the lowest of all.

### Pacts Result in Huge Import Increases

Now, our tariffs had been built up on the protective principle through many years, and they included but about 35 per cent of our import lists; sixty-five per cent were on the free list. It was, and now is, quite obvious that duty reductions made by the pacts would invite competitive import increases and thereby depress and injure our competing domestic industries. Therefore, any export outlets secured by the pacts must be paid for by some domestic industry or group of industries. As the sequel shows, it was a remarkable way of attempting to improve our trade conditions and, as forecast, resulted in vast import increases up to four or five times that of the export outlets secured.

Nevertheless, the pact-makers kept at it. They proceeded upon the principle that we should open our domestic markets to foreign goods so the foreigners could sell us more and then buy more of us. In other words, we should thus endow the foreigners with more "buying power"—an even more remarkable economic doctrine when it is explained that our share of the world's export trade is but 9 per cent, while we would be conferring on the foreign world 100 per cent of the increased "buying power" of which in any event we could recover but a very small part in increased trade.

Thirteen of the pacts have been made. More are in prospect. They have been a major factor in causing these results:

In 1935 our imports rose over 1934 \$392,000,000, or 27 per cent. Our favorable foreign trade goods balances, which were \$477,000,000 in 1934, declined to \$235,000,000 in 1935, and in the first quarter of this year vanished. On the national balance sheet our net adverse balances of trade and all exchange also run heavily against us. They were \$630,000,000 in 1934 and \$947,000,000 in 1935, while the foreign debts due us, which were \$536,000,000 in 1932, had by the end of 1935 dropped to \$286,000,000.

### Effect on Cattle Industry

The new Canadian pact is the one that affects the cattle industry. As was forecast, it greatly increased cattle imports. Nearly all such imports have come at all

times from Canada and Mexico, the shipments from other foreign countries being small, although South America and Australia send us large quantities of finished beef products. For the first five months of 1935 our imports from Canada of cattle weighing over 700 pounds were 43,795 head, and during that period in 1936 they numbered 91,934—an increase of 48,139 head. Of cattle weighing under 700 pounds we imported 17,285 in the 1935 period, and 27,461 in 1936—an increase of 10,176 head. From Mexico we imported during the five months of 1935, 1,164 head of cattle weighing over 700 pounds; in 1936, 18,693—an increase of 17,439 head. Cattle under 700 pounds numbered 129,032 in the 1935 period and 95,064 in 1936—a decrease of 33,968 head.

Note here the increased imports of 700-pound-or-over stock finished more or less for market. When the fall ranges in these countries turn off beef, we can expect a vast increase over the above figures. As might have been expected, there have already been sharp declines in many of our cattle markets of as much as 20 per cent, with corresponding declines in price and demand for forage and feed produced by our farmers and feeders. Furthermore, this is tantamount to a cession of a part of our domestic markets to foreigners, which must continue to depress and disturb our cattle, feed, and forage markets so long as these pacts are in force.

Meanwhile, the imports of beef products which directly compete with our cattle industry have risen sharply. This is partly due to droughts and cattle shortages in some parts of the United States, but it has mainly come about through the determination of foreign producers to wedge in on our domestic markets with their cheaper products and secure for themselves this export outlet for their surpluses at the expense of the American producers. Canned beef imports in 1934, roundly 47,000,000 pounds, had risen in 1935 to 76,000,000 pounds, and in the first five months of 1936 to 43,000,000 pounds, or at the rate for this year of 103,000,000 pounds. Tallow imports, which were but 239,000 pounds in 1933, rose to 43,000,000 pounds in 1934, and to 246,000,000 pounds in 1935.

### Other Industries Affected

Other industries affected by the pacts are largely in as bad condition, while the duty reductions have resulted in comparatively small increased exports. High import increases under the pacts have disorganized our affected domestic industries and subjected them to stiff foreign competition, have caused lowered price structures, have reduced production, and have created more unemployment. Most of the buying power conferred on the foreigner was spent in competing foreign markets. While our



free exchange policy pays all our adverse trade balances in cash, foreign exchange is largely blocked against us, and we must take our balances in their exports. Foreigners largely prefer our free exchange to our exports, and that has prevented in large measure any permanent benefits from the pacts, while blocked exchange in foreign countries has been a decided influence in increasing our imports.

While we are experimenting with pacts and internal policies to improve trade at home and abroad, with repeated failures of the objective, other countries astutely make long-range plans further to invade our markets and capture our remaining export outlets. Brazil, Argentina, India, Egypt, and China all are increasing their cotton production, and our cotton exports fall while theirs rise. Mexico has a most ambitious new \$50,000,000 irrigation project on the Yaqui and Mora Rivers south of the Arizona border—700,000 acres of new lands tapped by a new railway and a hard-surface highway to our border.

Mexico now enjoys a near-monopoly of the winter green vegetable market of our western states, chiefly that of green peas, tomatoes, peppers, and spinach, by reason of a low 1-cent-a-pound duty and cheap lands and cheap labor with which producers in the United States cannot compete. With this new project under way, Mexico plans to capture as well our flourishing southwestern lettuce and cantaloupe industry which last year produced \$44,000,000 worth of the crop. The way of conquest is already open through our low tariff and reciprocal policies, which if continued must cede also this industry as it has others. Fish, liquors, and other products included in the Canadian pacts are coming from Mexico in increased volume, and the dairy, liquor, and fish industries in our northern states are more or less seriously affected by the increased competitive imports from Canada.

#### Policy Invites Foreign Invasions

At this time of struggle of nations for world trade when we should be using every means to protect our depressed home industries from foreign trade invasions, we have an opposite policy that invites such encroachments. When now we should block our exchange and thus force out more exports for our foreign balances, we pursue a free exchange policy and thus lose potential and actual export outlets for our surpluses. And when we should be increasing the service on our foreign debts due us, it has markedly declined. The results concentrate in the increase of our 1935 imports over 1934 of \$392,000,000, in the vanishing of our hitherto favorable foreign trade goods balances, in the rapid fall of service on debts abroad due us, and in the increasing net debit balances to

us on the international trade and exchange balance sheet which last year was \$947,000,000.

With scarcely a single exception, the financial and trade policies of the foreign world are opposed to ours. That is why their budgets are mostly balanced or in small deficits, while we balance no budgets and accumulate astronomic deficits. That is why their unemployment decreases and their business volumes swell, while our unemployment remains at high levels, our trade at home and abroad languishes or is largely immobilized, and our trade and exchange balances run heavily against us. We can hardly expect permanent improvement until we draw level with the foreign world and equip ourselves with every trade and financial weapon that it has. Then we shall be able not only to protect our trade at home but to recover substantial volumes of our lost export outlets. These are the essentials, the *sine quae non* of real recovery.

#### Where the Food Dollar Goes

Of the \$331 that the average city workingman's family spent for fifty-eight foods in 1935 (about three-fourths of its outlay for all foods used), the farmer received \$138, according to an analysis made by the Bureau of Agricultural Economics. In 1934, the family spent for these foods \$295, the farmer receiving \$108 of the retail price. The 1933 figures are \$264 and \$92, respectively. The amounts received do not include government rental and benefit payments.

The difference between the amount received by the farmer and the price paid by the consumer is the margin going to processors, transportation agencies, and distributors for carrying on their functions. This margin was \$193 in 1935, including about \$11 for processing taxes; \$187 in 1934, \$10 taxes; and \$172 in 1933, \$2 taxes.

A comparison of 1935 with 1913 shows that, although the farmer received about the same in both years, retail prices were \$79 higher in 1913. Methods of processing and distribution, such as packaging of foods and the doing of work by processors which formerly was done in the home, underwent considerable change during the twenty-three-year period.

Included in the list of the fifty-eight foods covered by the bureau's study are eggs, pork, beef and dairy products, hens, vegetables and fruits, flour, sugar, and bread. The survey shows that in 1935 the farmers received 66 per cent of the retail price of eggs, 59 per cent in the case of pork, and about 45 per cent of the retail beef sales. Canned tomatoes netted the farmer only 14 per cent of the retail price.

## National Beef Month

### All Branches, Grower to Retailer, Push Beef Sales in August

**A**UGUST is National Beef Month! Which means that a nation-wide campaign to boost the month's beef sales to the biggest ever is in progress.

The idea for the campaign was the National Live Stock and Meat Board's. Recent beef supplies had been large, even record-breaking, as in last June when the heaviest tonnage of any previous June was produced, grass-fed cattle were beginning to come on the market, and the drought was causing heavier shipments. All this called for more beef sales, and plans were therefore laid for one of the most aggressive and far-reaching campaigns ever conducted.

Chain stores and independents were asked to help increase beef sales, and no urging was necessary to get the marketing agencies, the packers, and live-stock organizations to back the scheme. Among the backers are Food and Grocery Chain Stores of America, The Great Atlantic and Pacific Tea Company, National Retail Meat Dealers' Association, Institute of American Meat Packers, National Live Stock Marketing Association, American National Live Stock Association, and the Texas and Southwestern Cattle Raisers' Association.

Response of the chain stores was instantaneous. They "threw 100 per cent support into the movement." Independent retail meat dealers likewise pledged their help. The secretary of the National Association of Retail Meat Dealers was enthusiastic about the idea. Through special advertising, window and store displays, and other means, these stores are conducting extensive merchandising programs. They are telling the housewives the nation over about the abundance of good-quality beef to be had at prices 7 to 32 per cent below those of last year. The Safeway Stores, with head offices in California, instructed their divisional managers to give beef top space in advertisements. They are also supplying give-away material such as beef menus and recipes.

The Meat Board points out that since 1900 the people of the United States have consumed an average of 139 pounds of meat per person annually, and of this amount approximately half was beef, including veal. In 1934 the estimated per capita consumption of beef was 62.7 pounds, but in 1935 it had dropped to 57.5 pounds, slaughter for that year being below that for 1934.

The present campaign, in the words of the executive vice-president of the Food and Grocery Chain Stores of America, "conceivably will (1) sustain the price level of beef to benefit 6,000,000 cattle raisers, (2) increase the sales of beef for an indefinite period through all trade channels, and (3) make innumerable satisfied beef consumers."

## Advantages of an Association \*

**Organized Effort of Growers and Feeders Can Do for the Industry Those Things Which the Individual Producer Cannot Accomplish**

**W**HETHER we run a breeding herd and sell calves in the fall, or buy calves and grow them out to yearlings or twos, or buy these to feed in the lot for the block, or engage in two or all of these pursuits, we are all, as I see it, in the business of producing beef. Ultimately, we have only beef to sell, and the money it brings must support the industry and furnish a profit—if the industry is to survive. The calf must bring his cost of production plus a profit, the yearling must be worth more than the calf, the two-year-old must be worth more than the yearling, and the finished animal must bring enough to pay a reasonable price to the producer, pay for his feed, and furnish a profit.

Does this sound Utopian? Yes, in the light of operations over most of the period since the World War; but I think you will agree with me that it is only sound business.

### Organization Necessary

How may this be brought about? Well, there's the rub. But I do have ideas, not claimed to be cure-alls, but ideas that will help. They lead to but one thing, and that is organization. We need local organizations for our community problems, these locals affiliating with our Colorado Stock Growers' and Feeders' Association for the handling of state-wide problems, it, in turn, being a part of our American National Live Stock Association, needed for the problems that are national. I have no quarrel with any other organization, but these are your organizations, tried and found dependable through many years of effort limited only by the support you have given them.

### Associations Accomplish Much

I cite a few of the accomplishments of your state organization under Dr. Davis' able direction:

Our grazing-land assessed values have been twice reduced. Cattle assessment has been reduced. Your assessed value this year is \$2 a head less, as the result of state organization, than it would have been had the matter been handled by a local association. Has the saving been worth the 1 cent a head which we should like to have you pay?

Following the passage of the sales tax law, I made personal effort to show the department in charge of collection that it was not the intent of the legislature that our bulls and rams be taxed. I got no place. A committee of the

state association got a most respectful hearing and almost immediate relief. As a result, you have been saved from \$5 to \$10 on every bull that you have purchased.

United effort has brought about the help of the highway patrol in preventing stealing from ranges and feed yards—a move, in my opinion, worth much to us. But it needs some local support if it is to be altogether effective.

Then there are greater problems—nation-wide problems vitally affecting our markets, and matters that must be brought before Congress. Our national organization even with its limited budget has put up a vigorous fight on these matters.

The duty on imported fats and oils, while not all we want, has been worth many times the cost of the American National Live Stock Association.

Until a few years ago, your freight rates were based on 24,000- and 26,000-pound minimums. These were changed by the persistent effort of the Traffic Department of the American National. The work of that department in auditing freight bills has been worth to my firm the past season all or the greater part of its contribution to the association.

### More Support Needed

Organizations can do little more than they now do unless supported in a greater degree. We must realize that numerically the range cattleman is weak. We are relatively strong in Colorado, but in national matters we have only two senators and four representatives. In Colorado we need the help of cattle feeders, and in national matters we need the support of the Corn Belt feeders.

I believe that an organization supported both morally and financially by 90 per cent of the cattlemen can solve the greater part of our local, state, and national problems without benefit of grants, allotments, or soil conservation. I believe that the 120,000,000 people in the United States can consume the normal slaughter from cattle we now have, with some increase, at a price that will represent a profit to all economical operators. We must be protected in our own market and must make the public know that beef is an unsurpassed article in the diet.

Many of you have been close to financial ruin. You do not have money for unecessaries, but money spent in association dues and in advertising your product is as necessary an item of expense as that for your cotton cake, hay, etc.

### Advertising Pays

I cite an example of what the Colorado-Nebraska Lamb Feeders' Association has done: "Lamb feeders have checked the decline in price and have increased the price of lambs from \$1 to \$2 per cwt. They have increased the consumption of lamb from 5¼ to 7 pounds per capita." This quotation comes from *Live Stock Markets*, published by John Clay and Company. This is an increase of 21 per cent, accomplished by a contribution of 1 cent a head from lamb feeders and growers.

Visualize what Mr. Pollock, of the National Live Stock and Meat Board, could do with an advertising fund of \$1 a car from you and a like amount from the packers. Figure out for yourself what a 21 per cent increase in the consumption of beef would mean, say, at 500 pounds per head of beef.

Neither you nor I alone can convince the public that it should eat more beef. That is a job for organizations—organizations participated in by all cattlemen, breeders, growers, and feeders. The expense would be small. In my opinion, a payment by each of us of 5 cents a head would be sufficient to support our local, state, and national associations as well as an effective advertising campaign.

## Live Stock Meetings

**Colorado and Wyoming Sheepmen Meet; Texans Pass Resolutions**

**T**HE DROUGHT was not successful in keeping sheepmen away from the thirty-second annual convention of the Wyoming Wool Growers' Association, held at Sheridan on July 29-31. A good crowd was there, and interest was keener than usual, what with all the new problems of the range country, such as the soil conservation program, the new grazing laws, and the wholesale charges against the rangemen, to wit: Senate Document No. 199.

President Cooper in his annual message, following an address of welcome, with response thereto by Paul Juel, secretary of the Sweetwater County Wool Growers' Association, told of fifty years of work with sheep on Wyoming ranges. "The range is better today than fifty years ago," he said. Mr. Cooper also discussed the various activities of the association during the past year.

The president of the Women's Auxiliary of the National Wool Growers' Association, Mrs. J. R. Aliasson, of Salt Lake City, spoke on the work of that branch of the wool growers' organization. Matters of national concern were discussed by Paul R. Greever, of Cody. He was followed by F. E. Mollin, secretary of the American National Live Stock Association, who reviewed the work of that institution and defended

\*Excerpts from address by A. A. Smith, of Sterling, Colorado, delivered at the annual convention of the Colorado Stock Growers' and Feeders' Association.



the general contention of the live-stock industry that opposes the Argentine convention, the Canadian pact, and processing taxes. Francis E. Warren, of Cheyenne, Wyoming, told about observations he had made on a "Swift" trip last year. A discussion of the wild-life question and its relation to the live-stock industry was made by Owen Hoge, president of the newly organized Wyoming Wild Life Federation. Ernest Winkler, Assistant Regional Forester, of Ogden, Utah, spoke on the importance of good range.

Speakers in the second day's sessions included Charles Redd, Lasal, Utah, president of the National Wool Growers' Marketing Corporation; R. C. Rich, Burley, Idaho, president of the National Wool Growers' Association; Dr. S. W. McClure, of Bliss, Idaho, who tore into the much discussed Senate Document No. 199, which he termed the "green book." Talks by Farrington R. Carpenter, grazing director; Stanley Walters, of Hyattville; and Fred W. Johnson, of Rock Springs, dealt with various phases of the operation of the Taylor Grazing Act. Other speakers were Dr. John W. Scott, chairman of the Izaak Walton League Wild Life Planning Committee; E. N. Wentworth, of Armour and Company; F. R. Marshall, secretary of the National Wool Growers' Association; Senator Robert D. Carey, Careyhurst; George E. Farrell, in charge of soil conservation work in the western territory; Adolph Hamm, of the Biological Survey; and P. L. Gaddis, of the Federal Land Bank.

The officers of the association—Thomas Cooper, president; Malcolm Moncrieffe, vice-president; and J. B. Wilson, secretary-treasurer—were re-elected.

#### Colorado Wool Growers

At the annual meeting of the Colorado Wool Growers' Association, held on July 23-25 at Glenwood Springs, resolutions adopted recommended appropriation of \$15,000 a year for control of predatory animals, and a law recognizing the right to graze on the public domain as a vested right. The practice of the Forest Service in taking from present permittees a portion of their permits for redistribution to new users was condemned. Other resolutions opposed the creation of national monuments on the public domain except small areas having scenic attraction, and urged directors of the association to co-operate with the Taylor Act administrators in perfecting a system of control based on the fundamentals of prior use. The association also deplored increasing taxation and urged strict economy in government rather than excessive spending.

#### Texas Executive Committee

Continuation of the Canadian treaty and ratification of the Argentine sani-

tary convention were opposed in resolutions adopted by the executive committee of the Texas and Southwestern Cattle Raisers' Association at a meeting held in Marfa, Texas, on July 10.

The resolutions set forth that the Canadian treaty had encouraged the importation of thousands of cattle and would result in injury to all live-stock interests in the country; that the live-stock sanitary regulations of Argentina, it is believed, are "so inefficient and so inadequately enforced" as not to prevent the spread of foot-and-mouth disease, eradication of which has cost our governments millions of dollars.

Another resolution urged that the Tariff Commission recommend to President Roosevelt an increase of 50 per cent in the duty on canned meats, and that the canning of meats in this country be encouraged.

## Stock and Game

### Committee Reports Range and Game Condition Improved

CATTLEMEN of Washington are vitally interested in game. Possibly 65 per cent are members of game protective organizations. They do a great deal to protect wild life.

These sentences are contained in a report by the Live Stock-Game Committee of the Washington Cattlemen's Association, a committee formed for the purpose of bringing about a better understanding between stockmen and sportsmen. The report, in summarized form, continues:

Wild life is of real importance to the citizens of the state. It furnishes food. It brings in considerable sums through licenses. Citizens have an obligation to conserve it. But the live-stock industry is also important. Live stock is the principal source of income in many sections. The 1930 census shows its selling value as \$7,040,758.

While the public range is essential to wild life, it is also essential to stock raising during certain seasons. The greater proportion of beef cattle are kept by farmers using the national forests. State lands and forest reserves represent 31.26 per cent of lands used for live-stock growing.

Condition of the range and condition of game animals have been improving. Deer have increased, due mainly to observance of laws. Increase of this animal on the Colville National Forest where closed season has been observed and predators killed is in contrast to the lack of increase on the Colville Indian Reservation where Indians hunt at will.

Drought and, in some cases, too heavy use of ranges during the drought period have affected feed production. In general, numbers of stock and time of grazing have been reduced on the forests. While this practice is not always fol-

lowed on other lands, a practice that is followed by land owners is the building up of pasture feed in order to reduce feeding and cut costs of operation. The successful stockman cannot operate on an overgrazed range. The stockman is becoming more and more range conscious. His spring and fall pastures are being fenced to increase carrying capacity. All this tends to improve conditions for wild life. It can be shown to the fair-minded that range and game conditions are improving, and it is therefore difficult to explain the opposition to live-stock grazing on the public range.

Because the high mountain ranges are buried deep in snow in winter months, deer move to lower ground and large numbers winter on the private lands of stockmen. Upland birds nest and raise their young in the bunch-grass pastures and fields, where they are protected. Chinks, quail, and pheasants live in the fields and meadows the year round. There is close relationship between the live-stock farmer and wild life.

### Prices and Prospects

Cash income of farmers for the first six months of 1936 aggregated \$3,291,000,000, an increase of \$335,000,000 over the corresponding period in 1935, announces the Bureau of Agricultural Economics. The totals include \$171,000,000 of first-half AAA payments in 1936, and \$286,000,000 in such payments in 1935.

For the six-month period cash income from farm marketings in the United States in 1936 was 17 per cent higher than in 1935 and the highest since 1930. The gain was mainly the result of larger marketings of grains, fruits, and vegetables, and larger marketings and higher prices of meat animals. Prices of all farm products thus far this year have averaged slightly below those of last year.

Higher prices for a number of farm products are forecast by the bureau. We summarize:

Potato prices will continue to decline seasonally during the next few months; hog prices by late September or early October will "decline considerably," because of a sharply increased supply of slaughter hogs next fall and winter; prices on better grades of beef cattle "will strengthen during the remainder of the summer and fall, but receipts of drought cattle in some markets, together with seasonal factors, may cause continued decline of the lower grades of butcher cattle;" the spread between prices of common and choice slaughter lambs will widen during the remainder of the year; the price of feeder lambs will be lower in relation to good slaughter lambs; butter prices will be affected by drought conditions, and "prices during the last half of 1936 will average



much higher than in the corresponding period of 1935;" cheese prices will also go higher; chickens will be priced lower; eggs are to be higher; domestic wool will find a slow market during the remainder of the year.

According to a report issued by the Milk Industry Foundation, cash income from milk during the first six months of 1936 was \$28,000,000 higher than in the first half of 1935. No decrease below 1935 income is expected for the latter half of the year.

On the subject of supplies, the Bureau of Agricultural Economics forecasters have this to say:

Because of this year's drought, meat supplies next year will be about as small as in the year following the drought of 1934. The reduction will be most marked in pork and the better grades of beef as the result of the feed shortage caused by unfavorable weather which now extends over the principal feed-grain producing regions. Supplies of feed grains may be as small as they were after the 1934 drought, but hay and roughage supplies are bigger and hay-consuming animals are fewer. The feed situation will affect the trend of hog numbers more than the trend of any other species. Pig production next year will be in curtailed amount. Cattle numbers will be reduced, possibly 3 to 4 per cent. Sheep on farms next January 1 may be in greater numbers than last January 1, but lambs on feed for market will be fewer.

### The Drought

By August 1 the drought had become as severe as that of 1934 and much more severe than any previous drought on record—except 1934. This assertion is made by the Bureau of Agricultural Economics in its August 1 pasture conditions release which is based on reports from farmers in all part of the country.

The reports, which will also serve to give a picture of sections where all growing crops have been suffering, show that extreme drought conditions prevailed in nearly the whole area from western Ohio and central Michigan westward into eastern Colorado and Wyoming and to the Rocky Mountains in Montana and southward into central Kentucky, northwestern Arkansas, and southwestern Oklahoma. Western New York also came within the "extreme" listing.

From Pennsylvania southward and southwestward to Georgia and Alabama the drought had been quite generally broken by August 1 and there have been good rains in early August; but pastures have been slow in recovering and are still poor. In Pennsylvania and Georgia the condition of pasture was the lowest on record for August 1,

and in several of the other states of this area the condition was very low.

In contrast to the situation in the north-central and eastern states, weather conditions have been rather favorable west of the Rockies, and since the first of May they have been favorable for pastures eastward through Texas and into Louisiana. The August 1 range report for seventeen western states gives the ranges a rating of 72 per cent of normal, compared with 55 in 1934.

This year's drought is somewhat like that of 1934. In comparison with that year the August 1 condition of pastures was lower in all the north-central states except Michigan, Missouri, and Kansas. It was much lower in most of the Southeast and much higher, as indicated above, in Texas and west of the Rockies.

The ten major droughts that have hit the country from 1889 through 1934 have affected at one time or another all but one state in the union—Vermont. Kansas and the Dakotas were visited by seven out of the ten dry periods.

Reports of effect on crops in the western states show that Montana as a whole will not exceed crop and feed production of similar drought years of 1934, 1931, and 1919. In Wyoming in the worst drought counties failure of dry-land crops is widespread, and only a partial crop will be harvested on irrigated land, due to insect damage and water shortage. In Colorado's drought area, which is confined largely to the dry-land farming sections east of the Rockies, late-maturing dry-land crops such as corn, grain sorghums, and other feed crops will produce little roughage and no grain without rain the first week of August. New Mexico will probably produce feed crops sufficient to carry live stock through the winter. Arizona's irrigated areas have sufficient water to meet demands, and all crops are making satisfactory growth. In Utah and Nevada hay and grain production is ample for average needs until next summer. Irrigated crops in Idaho are in good condition, while non-irrigated crops declined. Hay and grain crops are heavy in Washington and Oregon, neither state suffering from drought. Crop prospects are favorable throughout California.

Government cattle purchases to meet drought emergency started on August 3 with authorizations to buy 4,343 cutter grade cows and heifers and 450 common grade calves in five markets. The purchases are at market prices for animals of comparable class and grade and restricted to cattle originating in drought areas and those least suitable for resale as stockers and feeders. The Commodities Purchase Section of the AAA has been allotted \$5,000,000 with which to buy cattle in open markets if the situation caused by arid conditions necessitates continued purchases. Market reports indicate that there has been

a good deal of liquidation in drought areas. This year government purchases are being made at terminal markets and not directly from farmers.

### Crop Estimate

A month ago, 2,244,834,000 bushels was indicated as this year's corn crop. Based on the August 1 report of the Department of Agriculture, 1,439,135,000 bushels will be produced—the drought has taken its toll. Last year 2,291,629,000 bushels were produced.

The Crop Reporting Board stated that "irrespective of weather conditions during the remainder of the season, there will be a shortage of grain that will necessitate rather heavy marketings of grain-consuming live stock and a reduction in the grain ration of live stock wintered."

Wheat production in bushels was forecast at 632,745,000. This compares with an estimate last month of 638,399,000, and the production last year of 623,444,000. Preliminary estimate of the winter wheat crop is now placed at 519,097,000; production last year was 464,203,000. All spring wheat production, including durum wheat, is put at 113,648,000; last year's production was 159,241,000. The durum wheat forecast is 9,031,000 bushels; production last year was 22,957,000. All other spring wheat is indicated as 104,617,000; production last year was 136,284,000.

Other crop estimates are: Oats, 771,703,000 bushels (1935 production, 1,196,668,000); barley, 145,027,000 (282,226,000); rye, 27,095,000 (58,928,000).

### The Calendar

- Aug. 25-26—National Ram Sale, North Salt Lake, Utah.
- Oct. 3-10—Pacific International Live Stock Exposition, Portland, Ore.
- Oct. 3-11—Texas Frontier Centennial Live Stock Exposition, Ft. Worth, Tex.
- Oct. 17-24—American Royal Live Stock and Horse Show, Kansas City, Mo.
- Oct. 25-31—Ak-Sar-Ben Live Stock Show, Omaha, Neb.
- Nov. 9-13—Kansas National Live Stock Show, Wichita, Kan.
- Nov. 14-21—Great Western Live Stock Show, Los Angeles, Cal.
- Nov. 19-20—Convention of California Wool Growers' Association, San Francisco, Cal.
- Nov. 28-Dec. 5—International Live Stock Exposition, Chicago, Ill.
- Dec. 11-12—Convention of California Cattlemen's Association, San Francisco, Cal.
- Jan. 8-14, 1937—Ogden Live Stock Show, Ogden, Utah.
- Jan. 12-14—Convention of American National Live Stock Association, El Paso, Tex.

# AMERICAN CATTLE PRODUCER

PUBLISHED MONTHLY  
IN THE INTEREST OF THE  
LIVE STOCK INDUSTRY

BY THE  
AMERICAN NATIONAL LIVE STOCK  
ASSOCIATION PUBLISHING COMPANY

Subscription: One Year, \$1; Three Years, \$2.75;  
Six Years, \$5. Advertising Rates on Request

515 COOPER BUILDING, DENVER, COLO.

F. E. MOLLIN - - - Managing Editor  
JAMES E. POOLE - - - Market Editor  
DAVID O. APPLETON - - Business Manager

OFFICERS OF THE  
AMERICAN NATIONAL LIVE STOCK  
ASSOCIATION

President

ALBERT K. MITCHELL, Albert, N. M.

First Vice-President

HUBBARD RUSSELL, Los Angeles, Cal.

Second Vice-Presidents

FRANK S. BOICE, Sonoita, Ariz.

FRED A. HOBART, Canadian, Tex.

HERMAN OLIVER, John Day, Ore.

J. ELMER BROCK, Kaycee, Wyo.

THOMAS JONES, Midland, S. D.

Secretary-Treasurer

F. E. MOLLIN, Denver, Colo.

Traffic Counsel

CHARLES E. BLAINE, Phoenix, Ariz.

Assitant Traffic Council

CALVIN L. BLAINE, Phoenix, Ariz.

Vol. XVIII AUGUST, 1936 No. 3

## Kansas City Case

IN APRIL, 1930, by order of the Secretary of Agriculture, the Packers and Stock Yards Administration proceeded to determine what were fair and reasonable commission rates on the Kansas City market. Hearing was held, and in May, 1932, such reasonable rates were ordered.

For more than four years the Kansas City commission men, with the exception of the co-operatives, have resorted to every legal device to prevent those rates from being put into effect. First came an application for rehearing, based on the supposition of changed economic conditions. More voluminous testimony was taken, and a new order was issued in June, 1933, which showed that the original decision had been more than fair to the commission men, and which, therefore, established rates slightly more favorable to the shippers.

Again the co-operatives accepted the secretary's order, and the old-

line commission men continued to fight it. A further plea for rehearing was made and denied. Then the June, 1933, order was taken to court and has remained there ever since. In the meantime, the difference between the rates prescribed by the secretary and those charged by the commission men has been impounded with the court, so that there is now in its custody some \$500,000 that rightfully belongs to the shippers.

Every other commission-rate case which has been taken to court in protest against the secretary's finding has been decided in favor of the government and the producers, and against the protesting commission men. Shippers had every reason to hope that the Kansas City case would likewise be decided in their favor. Unfortunately a technicality has been discovered by expert counsel which may prevent the recovery of this \$500,000 of producers' money. It seems that the oral argument upon the evidence submitted in the case (part of the regular procedure under the Packers and Stock Yards Administration) was had before the Acting Secretary of Agriculture, while the order prescribing rates was signed by the Secretary of Agriculture; and on this technicality the commission men are staking their case and trying to wring out of shippers this sum.

During the six years since the order directing the hearing was issued, the commission men at that market have spent thousands upon thousands of dollars for legal help and for services of expert accountants in carrying on this long fight. In the latest proceeding before the United States Supreme Court, they were represented by Fred Wood, who argued the famous Schechter case before that body. Doubtless, if they win on the technicality, a contingent fee of close to 50 per cent of the money impounded will have to be paid. It is evident that the Kansas City commission men

prefer to go to any lengths and to spend any sum to prevent the shippers to that market from enjoying the level of fair and reasonable rates prescribed at all the surrounding markets.

Whatever the final outcome, the Kansas City commission men are bound to lose in the long run. The producers may have to give up this \$500,000 which belongs to them; but if they do, they will never forget it, and will either satisfy their grievance by staying away from the Kansas City market entirely or by shipping to the co-operative firms there, who have played the game according to the rules. Even though the commission men should recover the money impounded, they will pay out the most of it for legal fees and other expenses. The producers in the long run can protect themselves by shipping to firms and to markets which are in sympathy with them.

## Document No. 199

BY THIS time, perhaps many of our readers have learned something about "Senate Document No. 199, a Report on the Western Range—a Great but Neglected Natural Resource." It is a bulky report—600 pages—and for the benefit of those who do not have that remarkable document, we jot down here a few of the highlights.

The preparation of the report is largely credited to Forest Service employees, that department having plainly made of the report a brief in support of the transfer of grazing districts and the public domain to the Department of Agriculture. All aspects of the western range situation are reviewed. The present range is compared with what is termed the "virgin state;" causes of a "52 per cent depletion" are outlined; social and economic losses are pointed out; a radical program for restoration of the range is set



forth; the Taylor Grazing Act is criticized.

Remarkable as the document is in many respects, it cannot be praised for its modesty. Instead, it holds that the Forest Service is the only organization in the country sufficiently intelligent to administer any kind of grazing lands, and makes the naive suggestion that many private owners will wish to deed lands to the government to bring about the happy and idealistic condition pictured under Forest Service management.

The major finding of the report is that the existing range has been depleted 52 per cent from its virgin condition. That is the average, made up of depletion percentages of the various range area types of lands as follows: National forests, with 87,954,000 acres, 30 per cent; public domain, 127,792,000 acres, 67 per cent; Indian lands, 48,391,000 acres, 51 per cent; state and county lands, 65,516,000 acres, 49 per cent; and private lands, 375,546,000 acres, 51 per cent. The standard on which these depletion percentages are based is the "virgin condition" of "areas such as ungrazed fence corners, cemeteries, and railroad rights-of-way" and what the "Forty-niner" saw when guiding his ox team westward. But perhaps the "Forty-niner" did not find such a Utopian situation as the Forest Service guesses. There are available many authentic records of military and exploring expeditions which crossed the plains fifty to a hundred years ago and found range so barren, even in the grazing season, as to endanger greatly the work of the expeditions.

It is interesting to reflect that even when conditions in a grazing area are ideal and rainfall is heavy, it is seldom, if ever, that the Bureau of Crop Estimates indicates its *condition* to exceed 90 or 92. Some of us have tried many times to find out what a condition of 100 was in the mind

of that bureau, but at best only a hazy answer is to be had. The virgin state now set up as the goal is utterly impossible of attainment. It would forbid any practical employment whatever of the lands. The PRODUCER holds to the belief that ranges of the West are a utility, to be used in the pursuit of happiness and well-being for the thousands of people dependent upon them; not to be kept in a virgin or non-use state.

It is contended that a range once capable of supporting 22,500,000 animal units can carry now but 10,800,000 such units. The present stocking is placed at 17,300,000, which calls for the task of further reduction on the national forests averaging 6.5 per cent and cuts on the public domain claimed now to exceed grazing capacity by 43 per cent. Reductions on Indian lands averaging 26 per cent would be made. Because of the submarginal nature of the land, and for other reasons, 125,000,000 acres of range land now in private ownership would be taken over.

Further lines of action recommended are: To place all range lands under management; adjust land ownership; balance live stock, watershed, forest, wild life, and recreation; prevent prescriptive rights; insure social and economic security.

In the struggle for supremacy over federal lands that has long been going on between the Department of Agriculture and the Department of the Interior may be seen the prime reason for the ambitious report. Much of merit is found in it, and many of the statistics are interesting; but the whole book is based by its impractical authors upon comparisons with what is reputed to be virgin condition. It is to be regretted that it could not have been edited by someone of understanding in the practical side of the question, someone who would have prevented the displays of emotion and

imagination. In its ambition to spread its "protection" over the entire grazing area of the West, the Forest Service has capitalized on overdrawn arguments of overgrazing, and based its case upon entirely too much fiction.

If we are to have a planned economy, let us have it shaped by someone who at least has one foot on the ground. "Senate Document 199" can have but one result; namely, that of retarding, if not entirely preventing, the realization of the ambition which it seeks. The claim that only 12 per cent of privately owned grazing lands are in a fairly satisfactory condition is an indictment of the entire live-stock industry. The industry cannot help but regard with suspicion an agency which assumes that its employees, many without practical experience, are better fitted to control even those areas that men have purchased and that they have paid for only after years of struggle for existence—struggle in a country which, to say the least, has not been easy to conquer.

## First Beef Month

**T**HIS August is our first Beef Month. For thirty-one days campaigns to sell more beef will be in full swing.

The chain stores and the independent shops are the important cogs in turning the sales. They were asked to help move beef, and they replied: Sales will be boosted, not through price slashing, but by promotion campaigns.

All the various branches of the industry are pushing the big campaign. It ought to be a success. If it is, beneficial knowledge will have been gained—cattlemen will have learned that the co-operation of the retailer can help in times of seasonal surpluses; the retailer will have found out that it is not necessary to hammer prices away down in order to sell beef.



## WHAT THE GOVERNMENT IS DOING

### Washington Views

#### Corn Yield to Hit Fifty-Year Low. Drought Committee Heads West

BY LLOYD H. VAN KIRK

FIGURES just released by the Crop Reporting Board showing effect of the drought on the corn crop are of prime significance to the live-stock producers of the country, especially those of the feeding regions and the western ranges. The severity of this year's drought is told in the statement that the forecasted yield for this year is the lowest in fifty years or more and that the total yield will be less than in 1934.

#### Yield

The total estimated yield for 1936 is now placed at 1,439,135,000 bushels, which compares with an estimate of 2,244,834,000 bushels on July 1, or a decrease in the past few weeks of 805,699,000 bushels, or 35 per cent drop in that length of time. The total production for 1935 was 2,291,629,000 bushels, or one and a half times the yield now predicted for this year. These figures are in spite of the fact that the area planted this year exceeded that of 1935 by 3,184,000 acres, the total acreage this year being 98,517,000.

The crop estimates of July 1 indicated that the yield in 1936 in nine of the principal corn-raising states in the Corn Belt would be greater than in 1935. The estimated yield on that date for the nine states of Ohio, Indiana, Illinois, Iowa, Nebraska, Missouri, Kansas, Wisconsin, and Minnesota was 1,589,536,000 bushels, which was over 130,000,000 bushels more than in 1935. This was due in part to increase in the acreage planted this year, which jumped from 49,211,000 acres in 1935 to 54,347,000 acres.

#### Feedstuffs

The havoc wrought by the past few weeks on the corn crop will therefore create serious condition with feedstuffs for cattle and hogs. It will no doubt result in increased marketings of live stock for the time being, producers holding their corn for fancy prices. Immediate reaction in mill-feed markets can also be expected, particularly as the latest crop estimates also indicate much lower yields in the small grains. Much higher prices of meat and live stock in 1937 are also in prospect, due to the small supplies next year following this year's drought. It is surpris-

ing to note in this regard that, while the central and northwestern states have suffered from the effects of the drought, Texas ranges, particularly in the central and southern portions, have had ample, if not too much, rain. Grass is said to be a foot high, and some government observers who have recently returned from there report pasture conditions the best in twenty-five years.

#### Relief

Meanwhile the relief agencies have made only small purchases of drought cattle. The market on the low grades of cattle is sufficiently firm as not to require present support by the government; but, on the other hand, it is pointed out that present exigencies—climatic, political, and otherwise—call for more action on the buying program. The President's Long-Range Great Plains Drought Committee, headed by Chairman Morris L. Cooke, will leave Washington on the 15th for an inspection trip through the drought-stricken states, proceeding first to Amarillo, Texas. Other members of the committee are Rexford G. Tugwell; John C. Page, of the Reclamation Service; H. H. Bennett, of the Soil Conservation Service; Fred H. Fowler, of the National Resources Committee; and Col. F. C. Harrington, of the Works Progress Administration.

### Forest Counsel

#### Ten-Year Permits, 10 per Cent Cut Limit, 800-Head Unit Advised

SOME TIME AGO, a special forest committee of the Yavapai Cattle Growers' Association (Arizona) began to study in a systematic manner the situation existing with reference to grazing permits and the policy of the Forest Service with relation to use of the forests. Its report, presented to the forest supervisors of the Prescott and Coconino forests, reveals many interesting findings:

"It has been found that in most cases and on an average approximately one-half of the live-stock man's investment is in equipment, land, and other capital investments which are not live stock, and the other one-half is in live stock. Of course, it must be understood that cases differ widely, but this would not disturb the average.

"It is evident that the time a person is connected with any certain range has

much to do with the results obtained from the use of this range. In other words, a live-stock man who has owned his own range or used it for twenty-five years would most certainly be liable to get better results from the use of it than a person using it for only a few years. This is so for many reasons which are at once apparent to an experienced forester or cattleman.

"In the 1934 report of the National Resources Board, Arthur Young is reported as saying that 'an owner's self-interest would prompt him to convert a desert into a garden, but give him a nine years' lease on a garden and he will reduce it to a desert.' Quite evidently, a lease should be of a longer period.

"The improvement of the range during the past ten years when the live-stock man has had the opportunity of profiting from his investment in range improvement and care proves the truth of Mr. Young's statement.

"It is impossible in a letter of this character to bring out more than general principles, and in this letter it is intended to bring out only policies which the Yavapai County Cattle Growers feel unquestionably should be adopted as permanent.

"The following figures and recommendations are to be considered where the grazing is all range units, and apply to Arizona and other states having similar range conditions.

"It is to the benefit of the Forest Service and the live-stock owners operating an economic unit on the forest:

"1. That at least a ten-year permit be granted, with the definite understanding that it would be renewed from time to time so long as the rules and regulations of the forest were adhered to by the permittee.

"2. That an economic unit of 800 head be established, and that no cuts for redistribution be made against an economic unit.

"Figures covering a large number of units indicate that a cattle ranch of exactly 832 head can be operated more economically than one of any other number. The greatest margin of profit per head is reached at that figure. The maximum efficiency is reached in the use of land, labor, and equipment employed.

"3. If for any reason the government should close an area to grazing, where closing of such area would mean loss of investment and loss of the means of earning a living to the user of an economic unit or less, the government should reimburse said user for his loss. And that in cases where the permit is above the economic unit, the excess should be considered as in paragraph 4.

"4. That where cuts for distribution are to be made, none shall exceed 10 per cent in any one year, and the original permittee shall receive through the Forest Service \$15 per head for the number of head so cut, and that such distribution cuts may not be distributed in excess of 250 head to a beginner, or in excess of a

number that will bring the holder of present permits above 250 head, and that all distribution cuts shall be sold to new holders at the purchase price rate of \$15 per head.

"A survey covering a large number of cattle ranches shows that \$15 per head is approximately the value of the investment in range improvements.

"5. That the Forest Service should continue its present policy of recognizing the sale of permits from one person to another, and that it should change its policy of making a cut in the permit simply because of the transfer from one person to another.

"Unless the live-stock man operating on the forest has a long-time right in his permit, there will be no settled community life, no basis for sound credit, and a continued lack of confidence in the future, leading, of course, to the gradual deterioration of the live-stock industry throughout the West.

"The cattleman who owns or controls his business can operate at a profit, except in the most unusual and abnormal periods when all business operates at a loss, and if he cares to increase his holdings to a reasonable size he should be allowed to purchase from others who desire to sell such of their holdings as he and the person selling desire to deal in."

### Dugald R. Whittaker

Dugald R. Whitaker, president of the Wyoming Stock Growers' Association for the past five years, died at this home in Cheyenne, Wyoming, on July 18. He was 66 years old. For almost two years Mr. Whitaker had been in ill health.

He came to Wyoming in 1892 and had been continuously engaged in the cattle business since that time. Mr. Whitaker was an able, studious, and successful man, always working for the betterment of the live-stock industry. He was a member of the General Council of the American National Live Stock Association and had been interested in its work for a number of years.

### William B. Tagg

William B. Tagg, a leader in the live stock commission business at Omaha, passed away recently at his home there. Death resulted from heart trouble from which he had suffered for several months.

Mr. Tagg was born in York, Nebraska, in 1875. He went to Omaha in 1895, and shortly thereafter became engaged in the live stock commission business with his brothers. He had long been active in the affairs of the Omaha Live Stock Exchange, which he served as president and director.

He is survived by a brother and a sister.

## OUR TRAFFIC PROBLEMS

### Traffic and Transportation

Proposed Stocker and Feeder Rates Withdrawn; Meat-Rate Hearing Held; Drought Rates Considered; Truckers Favor "Legitimate" Rates

BY CHAS. E. BLAINE

*Traffic Counsel, American National Live Stock Association*

THE Interstate Commerce Commission in its order in *I. & S. Docket 4226* of July 18 suspended the schedules published to become effective July 20 and assigned the matter for hearing at Salt Lake City on August 3, 1936. Respondents, the rail lines, withdrew the suspended schedules and the hearing was cancelled.

#### Increase Proposed

As stated in the July PRODUCER, the railroads published schedules to become effective July 20, 1936, making the rates on stockers and feeders between all country points and from public markets to country points within Mountain-Pacific Territory contingent upon subsequent reshipment via rail carriers. Under the proposed schedules, unless the stock was reshipped via rail lines, the charges thereon would have been increased slightly more than 17½ per cent—to the basis of the rates on fat live stock.

Consequently, the American National and the National Wool Growers associations filed joint petition requesting the commission to suspend the proposed schedules pending hearing and investigation. Similar petitions were filed by the California Cattlemen's Association, California Wool Growers' Association, Los Angeles Live Stock Exchange, National Live Stock Exchange, National Live Stock Marketing Association, and the Public Utilities Commission of Idaho. Respondents filed replies, and the American National and National Wool Growers organizations filed replies thereto.

Respondents in the southern portion of the territory involved, in their reply, took the position that the proposed rule was established to govern shipments moving to feed yards adjacent to public markets. They alleged that on such traffic they rarely secure movement from the feed yards, but that the trucks subsequently handle such traffic to the markets. Respondents in the northern portion of the territory stated that proposed rule was published in their tariffs because similar rule was in effect and applied on trans-continental traffic.

The American National and the National Wool Growers, in their replies to respondents' contentions, pointed out that (1) the proposed rule was not restricted

to feed yards but applied to all country points throughout the entire territory; (2) the rule was contrary to, and, therefore, in contempt of, the commission's decisions and orders in the *Western Live Stock Case*; (3) the rule referred to by respondents in the Transcontinental Tariff was, therefore, unlawful and hence can neither excuse nor sanction the rule proposed.

Following the issuance of the order of suspension by the commission, the American National and National Wool Growers addressed the traffic representatives of the principal carriers involved, requesting that the suspended schedules be withdrawn, and pointed out: (a) That the present rates, rules, and regulations were prescribed as maximum reasonable by the commission after an extensive investigation in the *Western Live Stock Case*; (b) that on two subsequent occasions respondents have sought modification of the decision on the formal docket, which requests, however, the commission denied; (c) that the suspended schedules are substantially in point with respondents' petition, which the commission denied on September 28, 1934; (d) that the suspended schedules, as further pointed out in our petition, are unworkable and would have resulted, had they become effective, in continuous and protracted confusion and controversy; (e) that the rates on live stock for the year ended July 30, 1936, averaged 52 per cent higher than for the years 1913-14, according to the Department of Agriculture; (f) that, on the other hand, rates on many other commodities have been voluntarily reduced to, or far below, the 1913 levels; (g) that while respondents have been engaged in making substantial reductions in the rates on other commodities, they have, with other carriers, attempted on at least six different occasions since January, 1935, to increase the already exorbitant rates on live stock; (h) that the failure of respondents to co-operate with and give the producers the same treatment which they have voluntarily accorded the shippers of other commodities cannot be accounted for; (i) that it is the desire of the producers and the traffic counsel to work harmoniously with respondents. However, in order to do so, it is essen-



tial that respondents desist from their practice of harrassing the producers by their attempts to increase the transportation charges on live stock.

Responsive thereto, respondents advised the commission and protestants that they would withdraw the suspended schedules pending further consideration of the subject. Therefore, the rates and rules prescribed by the commission in the *Western Live Stock Case* will continue in effect. Respondents' action, which saves further expenses for all concerned, is appreciated by the producers and this office. We are reasonably certain that had the schedules become effective they would have resulted in further diversion of live-stock traffic from rail lines to motor trucks.

#### Drought Rates

The Interstate Commerce Commission, by Commissioner Aitchison, has cancelled Drought Order No. 25 and issued Order No. 28 which authorizes the carriers in Western Trunk Line and Transcontinental Territories to publish reduced rates on live stock from points in the drought stricken areas in Montana, the Dakotas, and Wyoming to feeding points on the lines of certain carriers in Colorado, Illinois (north of the Illinois River), Iowa, Kansas, Minnesota, Missouri, Montana, Nebraska, the Dakotas, Wisconsin, Wyoming, and the upper peninsula of Michigan and return from the feeding areas to the origin territory. The published rates will be 85 per cent of the commercial tariff rates on fat live stock to the feeding areas and 15 per cent of said tariff rates for the return from the feeding points. The order is granted to expire with June 30, 1937. Past experience has shown that only a limited number of producers are so situated that they can take advantage of the drought rates for the movement of their stock. Hence, the value of such rates to the industry is problematical.

On the other hand, the establishment of drought rates for the movements of hay and other feeds is of value to producers, because a great many of them can avail themselves of such rates. As the rail lines had made no serious attempt to establish drought rates on feeds, the American National, on July 20, telegraphed the chairmen of the transportation committees of the western, eastern, and southern districts as follows:

"Vigorous and repeated complaints regarding failure railroads establish emergency rates on live-stock feeds into drought areas are being received. Present live-stock rates exceed by 52 per cent those in effect 1913, as shown by Department of Agriculture, although general level all rates approximately 35 per cent higher than prewar basis. Rates on many manufactured commodities have been voluntarily reduced to or below prewar level. Live-stock and agricultural commodities being unjustly discriminated against. Therefore railroads should, and we respectfully urge them to, establish

immediately emergency rates no higher than 50 per cent present rates on all classes live-stock feeds from all producing territories into drought areas. On previous occasions, establishment emergency rates has resulted in some instances in feed shippers increasing prices, thus defeating live-stock owners securing full benefits such rates. However, this has been due generally speaking to two things: first, restricting rates to only few classes feeds; and, second, restricting to limited origin territory application said rates. This can be avoided by making such rates applicable to all feeds and from all shipping points, thereby increasing competition in sale feeds. Earnestly request you immediately authorize and establish rates hereinafter requested."

Chairman E. B. Boyd, of the western lines, replied that reduced rates on live stock feed, hay, and forage have been and will be published to designated drought areas in the Northwest. These rates on hay, we are informed, will be 66% per cent of the normal rates and on other feed, 50 per cent of the usual rates. At this time, we are not informed of their effective dates.

Chairman D. T. Lawrence, of the eastern lines, telegraphed to the effect that the executives whom he had consulted know of no specific need for reduced drought rates within that territory, but that the matter will be considered if urgent necessity is apparent.

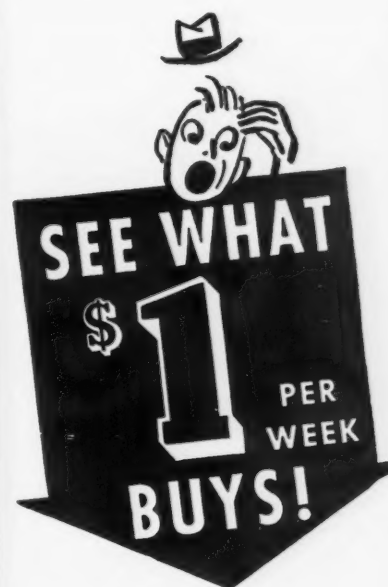
Chairman J. E. Tilford, of the southern lines, advised that our request was considered by chief traffic officers of the southern lines, but that they are unwilling to recommend such reductions.

Advice received from the American Trucking Associations indicates that the trucking industry is investigating the situation to determine to what extent arrangements may be made that will assist producers in the drought areas. The trucking industry has had the matter up with the Bureau of Motor Carriers and the Department of Agriculture.

#### Fresh-Meat Rates

The Interstate Commerce Commission in *I. & S. 4214* suspended tariffs of railroads proposing reduced rates on fresh meats and packing-house products from Chicago and Chicago rate-points to destinations in Indiana, Michigan, Kentucky, Ohio, and the western portions of New York, Pennsylvania, and West Virginia for seven months from June 30. Hearing thereon was held at Chicago on July 11-14.

Railroads serving the origin and destination territories, Swift and Company, Armour and Company, and Wilson and Company supported the proposed reductions which are alleged to be based upon motor-truck competition. Meat packers in the destination territory and in Western Trunk Line Territory, along with the recently organized Central States Motor Freight Bureau, opposed the reductions.



### GENUINE NEW ROYAL PORTABLE WITH TOUCH CONTROL



**Finest, most up-to-date portable on the market! Actually easier than writing by hand! With Royal's sensational Touch Control, you can instantly adapt the key-tension to your exact finger pressure! Many other exclusive Royal improvements. Costs only few cents a day.**

#### USE COUPON BELOW

Royal Typewriter Company, Inc.,  
2 Park Avenue, New York City.

☐ I would like full details about the New Royal Portable.

☐ Please send representative to demonstrate (without obligation) the New Royal Portable—and to explain the Special Low Cost Purchase Plan.

☐ Please quote liberal trade-in value

on my ..... Typewriter,

Serial Number .....

NAME .....

FULL ADDRESS .....

At the hearing, the latter offered to introduce testimony which would have indicated that the rates charged by truck lines (and which the railroads were assigning as a reason for the reductions proposed by them) were not really *bona fide* rates suitable for use as yardsticks. The testimony of the motor association was excluded by the presiding examiner.

However, subsequent to the close of the hearing, Warren H. Wagner, attorney for interior Iowa packers, has filed a petition for further hearing, broadening of the scope of the proceeding, and postponement of the time for filing briefs. His petition, among other things, says:

"There is involved in this proceeding a part of the most delicate and most litigated rate structure applicable to live stock, fresh meats, and packing-house products anywhere in this country. The possible disturbances involved in the present proceeding relate to the extent to which (a) live-stock movement will be supplanted by meats and packing-house products from Chicago, St. Paul, and the Missouri River; (b) live-stock prices to producers in central territory will be reduced to lower delivered cost of meats and packing-house products from Chicago, St. Paul, and the Missouri River; (c) the movement of meats and packing-house products from other central territory plants will diminish; (d) the movement of meats and packing-house products from interior Iowa will diminish; and (e) the movement of meats and packing-house products from St. Paul and the Missouri River will increase.

"Since April 1, 1936, the law has been changed. The statutory policy has been changed. The commission's power has been changed. The commission's duty has been changed.

"The commission is now both rail- and truck-minded. It must endeavor to maintain both trucks and the rails. But it must not permit the destruction of either or both by truck-rate wars or improper practices being used to break down legitimate trucking or the railroads. It has complete control over both. It is its duty to investigate both. And it is its duty to do that 'before the horse is stolen.' In addition to the interest of the parties, public interest also requires that this be done."

For many years the rates on packing-house products from and to the points concerned were the same as the rates on live stock, while the rates on fresh meats ranged from 40 to 44 per cent higher than those on live stock. With the recent decision in the *Western Trunk Line Class Rate Case*, the fifth-class rates there prescribed, which apply as maximum on packing-house products, in carloads, resulted in reducing the rates on such products below the levels of the live-stock rates in many instances. The midwest and eastern meat packers' associations assailed the live-stock rates as unreasonable and requested the commission to establish reasonable rates. At the oral argument on June 10-11, as stated in the July PRODUCER, Armour and Company, the Cudahy Packing Company, the interior Iowa packers, and one or two others contended that the commission should not reduce the rates on live stock below the level of the fifth-class rates. The rates proposed are substantially lower than the fifth-class rates and apply on fresh meats as well as packing-house products, in mixed carloads, minimum weight 30,000 pounds.

If, as previously contended by the packers just named, a parity of rates on live stock and packing-house products in the territory concerned is essential to

the free movement of live stock and the growth and development of both the eastern and western packers, then we submit that if the rates on the products are reduced, as here proposed, the rates on live stock from and to the same points should be materially reduced. Hence, this proceeding and the results therein are of great interest to the live-stock producers.

#### Cost-Finding

Among the several reports rendered by the Federal Co-ordinator of Transportation before the expiration of that office, is that on cost-finding in railway freight service for regulatory purposes. The report is very comprehensive. Co-ordinator Eastman recommended that the cost structure and method of cost-finding described in the report first be made effective and perfected on a limited number of roads selected to be representative of railroading at large before it is made effective with all Class I roads as a group.

He further recommended that the commission create a small organization unit to supervise and direct the working of the proposed plan, and, moreover, that the plan be applied as a continuous routine; that is, supplementary reports should be made annually, the same as the annual reports, and be made available to the public. In concluding, the co-ordinator suggested that the information contained in the proposed supplementary reports is well within what the commission can require the railroads to furnish.

Section 13 of the Emergency Railroad Transportation Act, 1933, made it the duty of the co-ordinator to "investigate and consider," among other things, "cost-finding in rail transportation." It is hoped that that commission will adopt the report of the co-ordinator and take the necessary steps at an early date to carry out the recommendations made therein. The public interest, as we view it, requires such action by the commission.

#### Rate Yardstick

Confirmation, in part at least, of the expressed fears of many shippers that the rail rates would be used as yardsticks by motor vehicles in making their rates under the Motor Carrier Act, 1935, is contained in a reply to the questionnaire on business under federal regulation, circulated among representative truckmen by *Transport Topics*, the official organ of the American Trucking Associations:

"Serving Missouri, Kansas, Oklahoma, Arkansas, and Texas with 107 units, Operator No. 16 reported that both business and expenses rose 10 per cent, that destructive tactics have increased, and that the prospects for the future are not bright, unless the ICC gives some 'quick relief.'

#### "Wants 'Legitimate' Rates

"I think if the ICC would give more support to the legitimate operators and

### ARGENTINE BEEF WITH TIN HIDES

**C**ANNED BEEF from Argentina has been imported into the United States during the past twelve months totaling the equivalent of over 600,000 head of 700-pound cattle. That is 50 per cent more than the state of Montana marketed last year.

Considering the grade of South American cattle slaughtered for United States trade, the weight and dressing percentage, and the current duty on canned beef, which is 6 cents per pound, there is a duty of approximately \$1.25 per cwt. when converted into terms of live cattle.

Since the Argentine peso is normally worth 95 cents and now is worth 76 cents, the net result of all these factors is that we practically have no tariff barrier against canned beef from Argentina.

### National Live Stock Marketing Association

160 North LaSalle Street

Chicago, Illinois



k and the  
both the  
then we  
products  
the rates  
me points  
l. Hence,  
s therein  
live-stock

ndered by  
transporta-  
hat office,  
ay freight  
The re-  
ordinator  
the cost  
st-finding  
be made  
ited num-  
representa-  
fore it is  
roads as

that the  
organization  
e working  
over, that  
uous rou-  
reports  
same as  
ade avail-  
ding, the  
he infor-  
posed sup-  
shin what  
railroads

Railroad  
de it the  
investigate  
gs, "cost-  
." It is  
will adopt  
and take  
y date to  
ns made  
we view  
commis-

st, of the  
pers that  
as yard-  
king their  
Act, 1935,  
question-  
l regula-  
representative  
the offi-  
Trucking

klahoma,  
07 units,  
both busi-  
cent, that  
used, and  
e are not  
me 'quick

es  
ive more  
ctors and

the various bureaus,' he wrote, 'in combating destructive tactics of contract operators, as well as some common carriers, that the legitimate motor-carriers' business would be placed on a sound basis.

"Our company has held out for legitimate rates for the past three years and we now find ourselves losing revenue, due to destructive rates of some of our competitors. We are unable to meet this competition, as we are unable to secure aid from our bureau, because we have gone on record with the majority in favor of upholding rates to the regular rail level for both classes and commodities."

Apparently Operator No. 16 considers a "legitimate motor carrier" one that establishes and maintains rates on the same levels as the concurrent rail rates; moreover, that "legitimate" rates of motor carriers are the rail rates. Operator No. 16 is not alone in this respect, because it will be noted that he states: "We have gone on record with the majority in favor of upholding rates to the regular rail level for both classes and commodities."

It is common knowledge that the railroads in making their rates have disregarded the cost of performing the service and established their charges upon the basis of "what their traffic managers thought the traffic would bear." There is no definite relation between rates thus made and the cost of performing the service. That being true, for the motor carriers to establish their rates on the same level as the rail rates means that they too are disregarding their cost of service and using the rail rates as a yardstick. Such practice is wholly unsound. Both sets of carriers are entitled to rates which will return to them their respective costs of performing the service plus a reasonable profit. Until the respective costs of the service of the various media of transportation are ascertained by the commission and the rates of such carriers readjusted to the basis of such costs plus a reasonable profit, the chaotic situation now obtaining in all branches of the transportation industry will continue. Under the present system, railroads are engaged in short-haul business in which motor vehicles will afford the most efficient and economical means of transportation, and, on the other hand, motor vehicles are engaged in handling long-haul traffic which the railroads can handle more economically and just as efficiently.

By ascertaining the respective costs of performing the service by the various media of transportation and requiring such agencies to readjust their rates with due regard to their respective costs plus a reasonable profit, and not otherwise, will co-ordination, in true sense, of transportation agencies be obtained. Such co-ordination will thus be grounded upon the sound economic foundation of the cost of the service, instead of upon the arbitrary bases now applicable.

# THE MARKETS

## July Changes Market Outlook

Drought Will Cut Corn Crop in Half, Substantially Reduce Feeding Operations, and Retard Expansion of the Hog Industry

BY JAMES E. POOLE

A CROP of fat steers tucked away last fall when cattle enthusiasm ran high is being gradually liquidated. At Chicago, especially, a continuous fat-stock show has been in progress. Whenever prices were marked up even slightly, the prompt response was an overdose of overdone bullocks weighing 1,300 to 1,500 pounds; whenever picking improved, killers promptly saved outlay to the extent of 50 cents per cwt. or thereabouts.

No cattle passed the \$10 mark at Chicago during July, that price being paid for the Attebury (Nebraska) yearlings of the stick-out type. Following the June break, on which top cattle sold down to \$8.75, the market recuperated, reinstating the \$9 quotation, a few choice steers of all weights selling up to \$9.50; but the percentage of steers eligible to bids above \$9 has been small, a spread of \$8 to \$8.75 taking the great bulk of heavy shipping and light cattle that go to local packing-houses for conversion into dressed beef. All things considered, the market has been reasonably stable, as killers have bought few steers above \$9 and have been unable to buy any considerable number under \$8.

It has not been a profitable season for feeders for two reasons. One was high investment cost when cattle went into feed-lots last fall; the other, advancing cost of feed owing to the drought. Many of these steers have realized no more, and even less, than when acquired. At that time \$8 was a common price for steers, and few of them have sold above \$8.75. Feeders have been handed more intimation that the trade can absorb only a modicum of heavy beef, and next year they will heed it; but when heavy bullocks again command a premium they will repeat the same error.

Yearlings, especially heifers, have again demonstrated popularity. Hundreds of carloads of heifers have sold this season in a range of \$7.75 to \$9.40 per cwt., and they have always cleared promptly before buyers paid the least attention to standard steers. Mixed lots of steers and heifers weighing anywhere from 750 to 950 pounds have also found a series of "fast" markets. Each day

buyers go into the market, comb out all the light cattle available, and then give the balance of the supply indifferent attention. A large proportion of these little cattle have sold between \$8.25 and \$9, actually showing a profit where extreme weights have figured on the wrong side of the ledger. There has been a decided increase in supply of home-grown yearlings, the progeny of small herds of beef cows—an arm of the industry enjoying official approval.

### Drought Alters Outlook

Light cattle of nondescript character have been dislodged by the drought in considerable numbers, and, as the product fitted into the scheme of beef distribution, they have found an active market at \$6.50 to \$7.50, which is somewhat out of line with what finished cattle with weight have realized. All kinds of bovine trash have found broad outlets under keen competition. Many of these light cattle would have been carried along to be finished on corn during the winter had grass not disappeared.

Feeders who carried steers into weight found themselves in a dilemma when corn advanced. Some are still holding out; others have liquidated. The effect of the drought admits of but one view. Fat cattle will advance the moment the present crop has been liquidated. Apparently it is an interminable run, but everything except possibly a circle has

### The Gem Spoon Dehorner



Costs no more than a good pocketknife. Keen, well-tempered tool steel, expertly shaped for easily lifting out horn button; best for calves up to three months, so head will grow shapely. Earlier dehorning is far easier on calves and operator—means better growth, better prices. Limited offer: For \$1.00 with prompt order we will send above tool (postpaid in U.S.A.) with trial can Anchor Brand Dehorning Paint—valuable protective dressing after dehorning or for other surface wounds.

**The Antiseptic Products Company**

3105 Walnut Street Denver, Colorado

two ends. That the country absorbed more cattle than generally believed last fall, the trade is now realizing; but gradually the surplus of long-fed steers is diminishing. Eventually heavy cattle, reduced in numbers, will go to a premium.

As to drought results, only one opinion is tenable. At the inception of August the entire corn crop was irreparably damaged, some sections reporting an almost total loss. Missouri, parts of Iowa and Illinois, and the entire territory east of Chicago have been hit hard, damage exceeding that of 1934. Wells have gone dry, streams have dried up, and stock water has disappeared. Instead of a big crop of feeders, the country will absorb probably half the usual number and will resort to the warming-up expedient. Last year the entire Corn Belt went into the winter heavily stocked with all kinds of cattle; this year that program will be reversed. Not only will the in-and-out feeder disappear, but many regulars will of necessity either reduce operations or buy no cattle. Along about the time of year when the beef surplus appeared early in 1936 another shortage will develop. Instead of nursing cattle along, early disposal will be the rule. Corn will probably cost 100 per cent more, and the wealth of roughage grown last year has already disappeared. The stage has been set for another high cattle market in 1937 if consumers can go the pace, and as tonnage will be reduced, fewer buyers will be needed to care for it.

#### Market Reasonably Stable

Meanwhile, liquidation of the old crop of steers is running its course; and, considering its volume and tonnage, the market has been equal to a creditable performance, especially in absorbing cows and other low-cost cattle. All through the season canner and cutter cows selling from \$4.50 down have found an active market, despite continued receipts of South American processed beef. When drought necessi-

tated disgorging distressed cattle in western pastures, Washington organized to protect the cattle owner against market raiding by pegging prices; but, although the expedient doubtless pegged prices, the government got no cattle, as the level at which it could operate was not uncovered. Possibly the number of cattle involved was exaggerated, but few reported at the markets. Of these few, the stocker alley claimed a majority. Grass cows selling at \$3.50 to \$5 per cwt., \$5 to \$6 heifers, and \$7 to \$7.50 steers comprised the bulk of the July run from the western pasture country.

Stockers and feeders broke about \$1 per cwt. on drought news. In fact, the country quit buying fleshy feeders, previously costing \$7 to \$8 per cwt. A few well-bred yearlings went to feeders at \$7 to \$7.50; another class of less desirable cattle sold for the same account at \$6 to \$6.50; but most of the steers dislodged by dry weather found a \$5 to \$5.75 market. Had drought been confined to the western pasture area, these prices would have been impossible. As it is, feeders are awaiting the outcome of the dry spell, corn-crop results, and fall pasture conditions. There is a decided disposition to lay in "something cheap" against a period of costly gain, on the theory that if killers cannot get merit they must take what is available. Feeders are resentful of the narrow spread between mediocre light and good heavy steers to the advantage of the former.

During the next ninety days developments are assured. Practical certainty of wide spreads between initial cost and selling prices will prompt those who have feed to lay in cattle, especially if present stocker prices continue; but a considerable element is waiting for still lower prices and, should physical conditions improve, will be in the market for replacement cattle later in the season.

Importation of Canadian cattle continues, although volume has diminished. The total to date is considerably ahead

of the corresponding period of 1935, the quota under the treaty having been exceeded. As Canada, east and west, has also been hit by drought, it is improbable that this year's surplus production will be repeated.

#### Hog Expansion Retarded

Hogs have outsold cattle right along, that market struggling through a period of prolonged scarcity, the result of drought and, in a measure, artificial interference with production. At Chicago, the great bulk of hogs has been selling between \$10.25 and \$11, the top going to \$11.30 late in July. Packing sows have sold largely at \$8.50 to \$9.25; light sows up to \$9.75. These prices indicate trade all over the country. Packers have ransacked the whole nation for hogs, with indifferent results; and but for a 50 per cent proportion of packing sows in the July run, pork tonnage would have been even less than it was. That hog prices cannot be maintained at current levels indefinitely will not be disputed, but no substantial increase in supply at an early date is possible. Probably several years must elapse before hogs again become reasonably plentiful.

Over much of the drought-stricken territory east and west of the Missouri River the swine industry was staging recovery, but another corn-crop failure is against it. That the 1936 spring pig crop was decimated by severe weather is not open to dispute, and the fall crop will not be large enough to repair the damage. High prices have attracted even young sows to market, need of money in the rural sections accelerating liquidation. Loss of grain crops will have the effect of cashing sows, both to replenish bank accounts and reduce feed bills. The trade is now working on a crop of light young hogs, and as the spread between corn and hogs has disappeared, there is a pronounced tendency to market at light weight. A 250-pound hog sold at \$11 per cwt. in the face of an advancing feed bill is advantageously disposed of. High hog prices should help out the cattlemen.

#### Fewer Winter Lambs

A \$9.75 to \$10.50 lamb market has made profitable returns to growers. Wool is marking time, but when sold realizes enough money to put a prop under the lamb market. Drought has impaired condition of the new lamb crop and will repress winter finishing operations, especially in the Corn Belt, although western irrigated areas will handle the usual number. Dressed lamb trade is healthy at prices substantially higher than a year ago, product going into consumption as rapidly as it can be processed. Feeder trade has been arrested by an unpromising feed situation, but will be resumed as lambs are wanted, the dispute being over price.



Drug Store  
Dealers

FREE  
BOOK

## FRANKLIN BLOOD STOPPER

### Prevents Blood Loss—

SAFEGUARDS against infection. Unequalled for dehorning, docking and cuts. Also valuable dry dressing for screw worm wounds after using FRANKLIN Screw Worm Killer.

60c and \$1.00 Shaker Cans

Franklin Ear Tick Treatment Rids Ears of Ticks

THE O. M. FRANKLIN BLACKLEG SERUM CO.

Denver, Kansas City, El Paso, Marfa, Amarillo, Fort Worth, Wichita, Alliance, Salt Lake City, Los Angeles



Fat sheep are selling absurdly low—\$2.50 to \$4 per cwt.—for no apparent reason other than that American consumers are averse to fat mutton. Yearlings, at \$7.50 to \$8.50, are scarce, having been practically eliminated from supply.

Kentucky and Tennessee lambs have gone to market, Corn Belt, or native, lambs have been reduced in numbers, and from now on the trade will be dependent on the Northwest. The extent to which Montana lambs have been set back by drought is conjectural, but the Dakotas have been seriously dried out. Lambs are running light in weight and will continue so all through the winter, as feeders have no incentive to run into long feeds. Those in a position to feed lambs during the coming winter will doubtless be remunerated, despite an increased feed bill.

#### The Prospects

In brief, the whole live-stock outlook has changed during the past thirty days, owing to drought. The extent of damage to the corn crop will not be known until husking time; but a reduction of 50 per cent in yield is certain, roughage will be scarce, and feeding operations must of necessity be substantially reduced.

Winter-fed cattle will go to killers at light weight and in deficient condition. There will be no overdone, excess-weight steers at the market in 1937.

To reduce investment cost, feeders will put in the cheapest cattle available, in an endeavor to recuperate financially from their error of last year. Killers may look for reduced beef tonnage and diminished quality.

Expansion of the swine industry will be retarded at an inopportune moment. Even if the hog market continues on a \$10 basis, added cost of corn will send the new crop to the butcher at lighter weight than otherwise.

Winter lamb feeding, especially in the Corn Belt, will be curtailed, in a numerical sense, and tonnage will be reduced.

Viewed from any and every angle, drought outcome will insure reduced production of all varieties of meat and, probably, continued imports on an extensive scale.

### Denver Market

BY W. N. FULTON

#### Cattle

Denver's cattle trade was rather uneven during July, but the general tendency on all but the best fed cattle was toward lower levels. While fed steers and heifers closed 25 to 50 cents higher, most grassers lost 25 to 35 cents, with bulls 25 to 50 cents off. The market was fairly active, with fairly good supplies from day to day. Late-month rains in the Denver area relieved the feed situa-

tion to some extent, and a more active market on stock cattle was noted late in the month. Receipts for July totaled 26,094 cattle and 3,476 calves, as compared with 18,832 and 3,807, respectively, a year ago.

Beef steers sold early up to \$8.70, F.P.R., with a number from \$8 to \$8.25 flat. Late in the month, choice light-weight steers reached \$9, and good grades sold at \$8 to \$8.75, with numerous loads selling for shipment at \$8.40 to \$8.75, F.P.R. Best fed heifers were selling early at \$8 to \$8.35. Late in the month, choice kinds brought \$9, with a good grade bringing \$8.25 to \$8.75, and, since the first of August, choice heifers sold at \$9.10. Good grass cows sold late in the month for \$5 to \$5.50, a fair grade going at \$4 to \$4.75; canners and cutters, \$2.75 to \$3.75; choice veals, \$9 to \$9.25, a good grade fetching \$8.50 down; heavy calves, \$7 down; bulls, \$4 to \$5.40; good stock steers, \$6, a few at \$6.25; good stock heifers, \$5 to \$5.75.

#### Hogs

Butcher hogs closed generally 25 to 35 cents higher; packing sows, steady to 15 cents lower. Feeder pigs were off \$1 to \$1.50, while stags were 15 to 25 cents lower. Receipts totaled 35,377 head, compared with 22,956 head a year ago.

At the beginning of the month, good butcher hogs brought \$10.25 to \$10.40. At the close, top butchers were bringing \$10.75, with the bulk of the 160-260-pound hogs selling for \$10.55 to \$10.75, and heavy-weights, \$9.75 to \$10.65. Light lights went at \$10 to \$10.65; packing sows, \$8.50 to \$9; stock pigs, \$8 to \$8.50; stags, \$8 to \$8.75.

#### Sheep

Native fat lambs declined around \$1 to \$1.25 during July, while western rangers dropped 50 to 75 cents. Ewes were 25 to 35 cents lower; feeder lambs lost 10 to 15 cents. Receipts totaled 240,611, compared with 258,919 in July a year ago.

The supply came largely from Idaho and Oregon, with liberal shipments from Colorado, Wyoming, Montana, and Utah.

Good native fat lambs sold early in July for \$11 to \$11.50. Late in the month best kinds brought \$10 to \$10.25. Westerns sold early at \$10 to \$10.25, while late in the month best grades were bringing \$9.65 and a good kind \$9 to \$9.50. Sorts were taken from loads at \$7.50 to \$7.75. Feeder lambs sold

largely at \$7.50 to \$7.85, as compared with \$7.50 earlier in the month.

Ewes were selling early for \$4 down. At the close, \$3.75 was taking best natives, with a good kind selling at \$3 to \$3.50 and plainer ewes down to \$2.50. Solid-mouthed breeding ewes brought \$3.50 to \$5.

### Hides Continue Active

BY J. E. P.

An active hide market has been maintained despite substantial increase in killers' take-off. Packers are on a closely sold-up basis. Heavy packer native steers are selling at 13 cents; light natives, 11½ cents; extra light, 12¼ to 12½ cents; butt-branded, 13 cents; heavy Texas, 13 cents; light Texas, 11½ cents; extra light Texas, 10½ cents; and Colorados, 12½ cents. Packer cows are selling at 10 to 11½ cents.

Expectancy of heavy cattle slaughter on account of drought, coupled with the present level of prices, has eliminated bullish opinion from trade circles, although contention exists that present prices are justified by supply and demand factors. The future of the hide market depends on activity in leather circles. Tanners are asking higher prices, and when demand is urgent are able to put quotations up. The leather market has been active; consumption is well maintained, especially of shoes.

Leather trade is showing no alarm over drought reports, as the government has not been able to buy cattle at the central markets and is not operating in the field. In any event, should the government be under the necessity of buying cattle, hides will be carried until the market can absorb them.

### No Change in Wool Market

BY J. E. P.

No perceptible change has occurred in wool prices recently, but growers are responsible, their policy being refusal to accept lower bids. As long as they preserve that attitude the market will remain in standstill position. Growers hold about 75,000,000 pounds of the 1933 clip, which is the key to the market. Manufacturers and dealers are persistent in demanding concessions without success, the deadlock continuing.

## Registered Herefords, Bulls and Heifers

Domino and Beau Mischief Breeding

Bred for Use on the Range—Excellent Individuals

**J. M. CAREY & BROTHER**

CHEYENNE, WYOMING

The probable outcome will be a compromise, as the trend is lower whenever a package of wool sells. Good territory wool controlled by dealers is mainly held for higher bids. A few packages are moving at 82 to 83 cents, clean, most of the accumulation being held for 85 cents. The only wool pressing for sale in the West is held in Wyoming, Montana, and New Mexico. Current bids for this wool are around 78 cents, clean.

In the fleece wool section, trade is also quiet. At intervals a carload sells on the basis of 38 cents for the choicest light-shrinking Ohio and similar.

The foreign wool situation is strong, owing to light stocks the world over.

New York reports a broad demand for woolen merchandise of all kinds, expectancy being for a gain of 15 per cent in sales.

In the southern hemisphere conditions are decidedly bullish, as millmen's stocks are at low ebb and the statistical situation is favorable. Seasonal conditions throughout Australia's pastoral areas are favorable, and the United States has been a free buyer. Russia and Japan are also taking considerable wool.

### Live Stock at Stock Yards

	June		Six-Months Ending June	
	1936	1935	1936	1935
<b>RECEIPTS—</b>				
Cattle*	1,201	926	6,672	6,280†
Calves	563	476	3,120	3,128‡
Hogs	1,864	1,301	11,891	10,368
Sheep	1,859	1,994	10,796	11,425
<b>TOTAL SHIPMENTS†—</b>				
Cattle*	433	342	2,364	2,398
Calves	177	152	977	973
Hogs	512	375	3,591	3,219
Sheep	873	961	4,827	5,062
<b>STOCKER AND FEEDER SHIPMENTS—</b>				
Cattle*	143	124	843	994
Calves	25	27	185	195
Hogs	36	27	205	171
Sheep	108	81	622	678
<b>FEDERAL INSPECTION SLAUGHTER—</b>				
Cattle*	853	669	4,862	4,229
Calves	517	439	2,897	2,791
Hogs	2,759	1,828	16,260	13,791
Sheep	1,309	1,421	8,015	8,344

Three ciphers omitted. Receipts and shipments are for sixty-nine markets.

\*Exclusive of calves.

†Includes stockers and feeders.

‡Includes animals purchased for FSRC.

### Meat Holdings

Commodity in Pounds (000 omitted)	July 1 1936	July 1 1935	Five-Yr. Aver.
Frozen beef	26,534	37,944	26,959
Cured beef*	14,691	17,709	15,385
Lamb and mutton	1,123	2,376	1,866
Frozen pork	85,897	115,645	181,423
Dry salt pork*	89,416	64,799	112,032
Pickled pork*	255,979	264,863	373,222
Miscellaneous	56,979	52,697	61,795
Total meats	530,619	556,033	772,682
Lard	106,892	84,680	142,398
Frozen poultry	42,918	47,051	39,516
Creamery butter	74,683	96,392	89,272
Eggs (case equiv.)	10,259	10,679	11,445

\*Cured or in process of cure.

### Chicago Prices

LIVE STOCK			
	Aug. 4, 1936	July 1, 1936	Aug. 1, 1935
<b>SLTR. STEERS (1,100-1,500 lb):</b>			
Choice	\$ 8.25-9.25	\$ 8.50-9.25	\$11.00-12.00
Good	7.50-8.40	7.50-8.50	9.00-11.25
<b>SLTR. STEERS (900-1,100 lb):</b>			
Choice	8.40-9.00	8.50-9.25	11.00-11.75
Good	7.25-8.40	8.00-8.50	9.00-11.00
<b>SLTR. STEERS (900 lb up):</b>			
Med.	6.50-7.50	7.00-7.75	7.00-9.75
<b>FED YOUNG STEERS:</b>			
Good-Ch.	7.25-9.00	7.50-9.25	8.50-11.50
<b>HEIFERS:</b>			
Good-Ch.	6.50-9.25	6.50-9.00	8.50-11.00
<b>COWS:</b>			
Good	4.75-6.00	5.00-6.25	5.75-6.50
<b>CALVES:</b>			
Good-Ch.	5.25-7.50	6.50-8.25	7.00-9.75
<b>FEEDERS AND STOCKERS:</b>			
Good-Ch.	5.75-7.00	6.50-8.00	6.75-8.75
Com.-Med.	4.25-5.75	5.50-6.50	5.25-7.00
<b>HOGS:</b>			
Med. Wts.	10.75-11.20	10.55-10.95	10.90-11.00
<b>LAMBS:</b>			
Good-Ch.	9.25-10.75	8.75-10.25	7.50-8.75
<b>EWES:</b>			
Good-Ch.	3.00-4.00	3.25-4.25	2.85-3.50

### WESTERN DRESSED MEATS

	Aug. 4, 1936	July 1, 1936	Aug. 1, 1935
<b>STEER (700 lb up):</b>			
Choice	\$13.00-14.00	\$12.00-13.00	\$16.50-17.50
Good	12.00-13.00	11.50-12.00	14.00-16.50
<b>STEER (500-700 lb):</b>			
Choice	13.00-14.00	12.00-13.50	16.50-17.50
Good	12.00-13.50	11.50-12.50	13.50-16.50
<b>YEARLING STEER:</b>			
Choice	14.00-15.00	13.00-14.00	16.50-17.50
Good	12.50-14.00	12.00-13.00	13.50-16.50
<b>COW:</b>			
Good	9.00-10.00	10.50-11.50	11.00-12.00
<b>VEAL:</b>			
Choice	13.50-14.50	14.00-15.00	13.00-14.00
Good	12.50-13.50	13.00-14.00	12.00-13.00
<b>LAMB:</b>			
Choice	20.00-21.00	21.00-22.00	14.00-15.00
Good	18.00-20.50	19.00-21.00	13.00-14.00
<b>MUTTON:</b>			
Good	8.00-9.00	10.00-11.00	9.00-10.00
<b>PORK LOINS:</b>			
8-12-lb Av.	20.50-23.50	20.00-22.00	24.50-25.50

### Feedstuffs

Cottonseed cake and meal on August 7 was quoted at \$36.40 a ton, f. o. b. Texas points. Omaha hay prices on August 6 were as follows: alfalfa—choice leafy, \$19; No. 1, \$17.50 to \$18; standard leafy, \$16.50 to \$17; standard, \$16; No. 2, \$15 to \$15.50; No. 3, \$15; upland prairie—No. 1, \$16.50; No. 2, \$15 to \$15.50; No. 3, \$13.50 to \$14; midland prairie—No. 1, \$14.50 to \$15; No. 2, \$13 to \$14; mixed hay—No. 1, \$16 to \$16.50; No. 2, \$14.50 to \$15; No. 3, \$14 to \$14.50.

### Business Conditions

The business picture is still an encouraging one. Trade and industrial activity continues at a gratifying pace in spite of the drought and threat of labor troubles in steel and some other industries. July is usually one of the seasonally slackened months in industry, but this year it has ridden high over the period.

Retail trade generally has made large gains over last year, department store sales in many districts running 15 to 20 per cent above last year; chain store and big mail-order business in June reported brisk buying. Steel and automobiles have been outstanding performers in the heavier industries, the latter doing better this year than in any other since the 1929 peak. Industrial production generally is now back to about the levels of 1930. Lumber production and freight carloadings are holding their increases. Residential contracts are ahead of July, 1935, levels. Non-residential, public works, and utilities construction showed gains over last year.

### Fewer Farm Loans

Farm mortgage financing from all sources in the United States declined about one-third during the twelve months ending May 31, compared with the preceding year, reports the Farm Credit Administration, pointing out that most loans continue to represent the refinancing of existing indebtedness and do not indicate that farmers are going further into debts.

The total farm mortgage loans recorded by all institutions and individuals during the period amounted to \$900,000,000, compared with \$1,440,000,000 during the previous one-year period. The federal land bank and land bank commissioner loans led the list with \$313,000,000 out of the total. Individuals, as against corporations, followed, with loans amounting to \$252,000,000. However, there has been a marked increase in farm real estate loans made by commercial banks and insurance companies—26 per cent in the case of commercial banks, and 55 per cent in insurance company loans.

## REGISTERED HEREFORD CATTLE

Choicest blood-lines; outstanding individuals; raised under actual range conditions

**T. E. MITCHELL & SON**

Tequesquite Ranch  
ALBERT, NEW MEXICO



# FOREIGN

## Live Stock In Australia

Rains Improve Feed; Beef Exports Continue at Peak; Britain's Meat Import Policy in Final Stage; Zebus Thrive

BY A. C. MILLS

Melbourne

THE feed position in Queensland, and for that matter in all sections of the commonwealth except the pastoral areas of the northwest, has been improved materially by widespread rains recorded in the past two months. Generally speaking, the country appears to have recovered much faster and better than expected from the gruelling it received during the late drought, and there is now ample pasture to carry stock well into the spring.

Beef export operations continue at peak. All the northern packing plants are slaughtering cattle pretty well to capacity and, according to recent advices, are likely to remain busy for another month at least. There has of late been some improvement in the condition of cattle killed in south Queensland. The quality of those treated in the central and northern divisions is high, as it has been right through the season. Actually, northern cattle are averaging around 40 pounds per head heavier than last year, and the general average for the whole of Queensland is about 20 pounds a head higher.

### Values Steady

The keen buying of packers is keeping values very steady. Usually about this time of the year when a flush of supplies is available, there is a drop in rates, but for the current season prices have firmed rather than otherwise. For chillers drawn from the Cannon Hill yards (Brisbane) shippers have recently been paying to \$6.50 per hundred pounds, and for freezers to \$5.75. Exporters buying direct from fatteners in the country in south Queensland are offering \$5.75 to \$6 per hundred, chilled weight, delivered at freezing works, for first ox beef. The announced buying rate at central Queensland plants is \$5.30 per hundred for first grades and \$4.50 for seconds, and at the northern plants it ranges from \$4.50 to \$4.80 for firsts and from \$3.85 to \$4.15 for seconds. In some cases 12 to 24 cents more than the foregoing is paid for mobs of special breeding.

Export cattle submitted for slaughter and federal inspection in Queensland

between January 1 and June 30 totaled 220,000 head. This is practically the same number as was treated in the corresponding six months of 1935; but as the current season is late it is probable that killings during the second half of 1936 will be heavier than in 1935. Between July 1 and December 31 last, slaughterings for export totaled 95,000 head.

In addition to Queensland, some 18,500 cattle were treated for export in Western Australia and 130,000 in the other states during the past half year. It may be explained that the product of the bulk of the latter 130,000 is being shipped as piece or boned beef—a branch of the trade that has shown rapid growth in the south of Australia. Piece and boned beef for the most part represent the best portions of old bullocks and cows, which, through their cheapness, find a ready market in the industrial centers of Great Britain. The pieces are usually sold as joints, while the boned beef mostly ends up in pies and sausages. As no foodstuffs can be exported until passed by federal veterinary inspectors, the meat is, of course, guaranteed to be free from disease and fit for human consumption.

### Meat-Import Policy Decided Upon

Information received from official and other sources indicates a finality is being reached in connection with Britain's long-term meat-import policy. The plan covered by the inter-Empire Ottawa agreement and the Anglo-Argentine Trade Convention (the first of which places definite limits on shipments from the Dominions, and the second tying

Britain's hands in the matter of applying a customs tariff to importations from Argentina) comes to an end with the expiry of the Anglo-Argentine Convention in November.

It is currently reported that the British government is now determined to place a duty of 1½ cents a pound on foreign beef, while retaining supplies from Dominion sources on the free list; also that permitted importations of foreign beef are to be reduced by 5 per cent on the total receipts for 1935, and at the same time the Dominions are to be allowed to increase their shipments to an amount equal to the 5 per cent cut. The latter, if there is anything in the report, means that Australia's quota will be increased by approximately 14 per cent. That certainly would be good news, in that it would offer encouragement to breeders and fatteners to continue to develop their activities.

It has been stated definitely and officially that, whatever else may be done, the British government does not intend to impose a customs duty on meat from Dominion sources. This intimation has been received with considerable relief, especially as it has all along been recognized that if a duty were charged the greater part of it, if not the whole, would fall on the producer. Nobody on this side believes that even a moderate tariff on a commodity like beef can be passed on to the consumer in Great Britain. An attempt in that direction would cause an immediate restriction in demand and a switching over to other classes of meat, of which there is an ample supply available. With cattle prices at the present level, a very small deduction from the buying rate would about finish off many growers in Australia, while 1½ cents per pound (\$1.50 per hundred) might spell the ultimate end of the industry, so far as the export trade is concerned.

It is claimed by some who are most closely concerned in cattle raising in the north that a drop in values of 60 cents per hundred pounds would throw millions of acres, which today are suited for nothing but cattle, out of production. That may be an exaggeration, but it is probably true that a good many of the smaller men would be forced to abandon their holdings, and a stage might be reached where cattle production would be reduced to the limits of local consumption.

## PAINTER HEREFORDS

We Specialize in the Rugged, Large-Boned Type of Herefords,  
Rather Than the Smaller, Fine-Boned Show Type

QUALITY HAS NO SUBSTITUTE

JOHN E. PAINTER & SONS

Roggen, Colorado

### Zebus Imported

Good results have been obtained with the experimental shipment from America of Zebu cattle introduced into northern Queensland by the federal government and certain large cattle breeders. Investigations carried out by an officer of the Council for Scientific and Industrial Research disclose that, despite severe drought conditions during the year, half-grown Zebu calves showed better condition and weight than British types of cattle. At a coastal station the average weight of half-grown Zebu cattle was 90 pounds greater than that of purebred Herefords of the same age, while three-quarter British and one-quarter Zebu were 50 pounds heavier.

The purpose of the experiment is to develop a type of cattle that will stand up to relatively humid climatic conditions which prevail in the tropical coastal belt better than pure British breeds such as Shorthorn and Herefords. The success met with at the King Ranch in Texas prompted the move.

Arrangements are being made in New South Wales for the state government to carry out a series of experiments to discover the most economical manner of topping up cattle for the chilled beef trade. Stall feeding, as known in other countries, is hardly necessary in Australia, so, assumably, the steers will be maintained under open range conditions and given supplementary fodders in addition to natural pasture.

## Consumer Societies

### Scandinavian Unions Long Established; Interest Awakened Here

THE Co-operative Union of Sweden, with its annual sales turnover of more than 400,000,000 crowns, has now become the focus of attention of our governmental agencies interested in elaborating on the consumer co-operative set-up in the United States.

Such systems had their beginnings in experiments in the Scandinavian countries—Norway's organization dates back to 1850, Sweden's to 1860, while in Finland and Denmark consumers started to organize about the beginning of this century. The societies were originally designed for the benefit of consumers of foodstuffs, but in time they came to in-

clude not only commodities of all kinds but banking, insurance, and housing. And now, the co-operatives of all the Scandinavian countries have been formed into the Scandinavian Co-operative Wholesale Society—the first fully organized international co-operative trading society.

### Steady Growth

Growth of the Swedish co-operatives has been steady and substantial. For example, membership in the union increased from 71,786 in 1909 to 568,161 in 1935, and sales turnover increased from 22,000,000 to 414,000,000 crowns. Statistics of the co-operatives of the other Scandinavian countries show similar progress.

The organizations making up the Swedish union now handle about 10 per cent of the retail trade of the country and 15 per cent of the total trade in foods and provisions. Although this is a relatively small part of the total trade of the country, the system has a definite effect in setting price levels in stores outside the co-operative fold. Thus all consumers indirectly benefit. Members receive an average dividend of 3 per cent. Additional profits are turned back into the business.

### Committee Abroad

Aware of the importance with which co-operative societies are viewed in various European countries, the administration has initiated the Inquiry on Co-operative Enterprise in Europe—a committee recently sent abroad to study the nature, ways of operation, and the place in the economic structure of consumer societies in several European countries. If the committee reports favorably, then it is planned that a system of consumer co-operatives will be promoted by the federal government in the United States.

Marketing co-operation in the United States has been largely in the field of production. However, increased interest in the buying societies is in evidence. The Farm Credit Administration reports that farmers' co-operatives purchasing oil, gasoline, insurance, irrigation, electricity, and other farm supplies are today the fastest growing among 20,000 or more farmers' business co-operatives in the country. And representatives of 2,000,000 organized consumers are scheduled to hold the tenth biennial congress of the Co-operative League of the U. S. A. in Columbus, Ohio, in October.

### Consumers' Councils

The first consumers' councils—groups formed for the purpose of studying consumer problems—were organized two years ago under the Consumers' Division of the National Emergency Council and later carried on their work of research under the Consumer's Division of the National Recovery Administration. It is now proposed to further the work under the Consumers' Project of the Department of Labor by local councils

not appointed from Washington. Through this medium, no doubt, the consumer organization movement will be felt in all parts of the country.

## Foreign Notes

Argentina's exports of meat and meat products for the first five months of 1936, compared with the corresponding period of 1935, were: Chilled beef in 1936, 146,000 metric tons, and in 1935, 142,000; frozen beef, 20,400 tons (12,500); and canned beef, 29,800 tons (28,800); frozen and chilled mutton, 23,100 tons (25,500).

\* \* \*

Indicated yields of grain crops in grain crops in Canada are the lowest since 1919, reports the *Market News* (Winnipeg). An extensive wheat area, estimated at 4,328,000 acres, representing approximately 19 per cent of the total acreage sown this year, will be abandoned. The drought was still unbroken on August 6.

\* \* \*

The Argentine government places its corn crop just harvested at 381,750,000 bushels, or 16 per cent below the record crop of 451,932,000 bushels last year. Early this year the government fixed the minimum price of corn at the equivalent of approximately 43 cents per bushel.

\* \* \*

Russia's road-building program, it is reported, is being solved by the assistance of members of collective farms and peasants holding individual farms, who are required to perform six days' unpaid work each year and place their tools and vehicles at the disposal of the authorities.

\* \* \*

In connection with its plans for increasing domestic wool production, the Estonian government has granted a small subsidy to the Association of Estonian Sheep Raisers. Further subsidies, particularly for the importation of purebred sheep, are anticipated.

\* \* \*

The rabbit pest in Great Britain has assumed such proportions, says the *Pastoral Review* (Melbourne) that the House of Lords has agreed to a motion that the government appoint a committee to protect agriculture against the ravages of the vermin.

\* \* \*

British import quota for non-Empire bacon during the last quarter of 1936 has been fixed at 178,156,000 pounds, of which amount 8.1 per cent, or 14,431,000 pounds, has been allocated to the United States.

\* \* \*

A 21-year-old ewe recently gave birth to twin lambs on a farm at Stickney, England, we read in the *Pastoral Review*.

## Haley-Smith Co.

Breeders of  
Registered Herefords

Bulls for Sale at  
All Times

STERLING, COLORADO



Through  
consumer  
be felt in

Twenty-six puppies were recently littered by a bitch in Hungary, it is reported in the *London Times*—a record, it is claimed.

### Lamb Crop Report

and meat  
months of  
responding  
d beef in  
d in 1935,  
tons (12,  
tons (28,  
on, 23,100

The 1936 lamb crop was 31,413,000 head, this number being about 2,500,000 larger than the 1935 crop, 800,000 larger than the 1934 crop, and only 200,000 smaller than the record crop of 1931, according to the federal Crop Reporting Board.

This year's increase was all in the western sheep states, resulting largely from an increase in the percentage lamb crop (number of lambs saved per 100 ewes) from 81.0 to 86.5, the increase in breeding ewes being less than 2 per cent.

crops in  
the lowest  
ket News  
heat area,  
represent-  
nt of the  
r, will be  
s still un-

The native lamb crop was estimated at 11,376,000 head, a decrease of 173,000 head from 1935. It was, however, the second largest native lamb crop in at least thirteen years. The decrease was caused by a somewhat smaller percentage crop—101.4 compared with 104.9 last year.

places its  
81,750,000  
the record  
last year.  
ment fixed  
the equiv-  
cents per

The western sheep states' crop of 20,037,000 head was 2,689,000 larger than that of 1935 and the second largest on record. The increase was due to an increase in percentage crop from 70.4 to 79.9, although there was an increase of about 2 per cent in breeding ewes.

gram, it is  
the assist-  
farms and  
arms, who  
days' un-  
place their  
osal of the

Over half the increase in the western crop was in Texas, the 1935 crop in this state, of 3,726,000 head, being 1,521,000 larger than that of 1935. In the area where the 1934 drought was severe and where the percentage crop was low in 1935, an increase took place in both the percentage crop and the number of lambs saved. In California and Washington there was some decrease. Death losses of breeding ewes in the western sheep states during the first half of 1936 are reported as somewhat small, both as a percentage and in head, as compared with the first half of 1935.

### NEW POWDER STOPS BLOOD LOSS

Britain has  
ys the Pas-  
that the  
o a motion  
a commit-  
against the

One of the annoying problems of the stockman is quickly to stop the loss of blood from such operations as dehorning and tail docking, and the occasional cuts, snags, and gouges that often cause excessive bleeding. Blood loss sets an animal back and sometimes results in death.

non-Empire  
er of 1936  
pounds, of  
14,431,000  
the United

After years of experimenting, the chemical laboratory of the Franklin Blackleg Serum Company has developed a combination of chemicals in powder form that can be sprinkled directly on the wound and that congeals the blood so that the flow is stopped almost immediately. A peculiar property of this powder is to alter the character of the exposed blood so that it becomes unattractive to flies. This greatly lessens the danger of infection.

gave birth  
t Stickney,  
storal Re-

## THE STOCKMEN'S EXCHANGE

### Low Market Ahead

TO THE PRODUCER.—The indications point to another low market for the producers of live stock. It will be very difficult to hold a great many cattle on the dried-up ranges. If this immediate country should get a good rain within the next ten days it should produce a very good feed crop and some winter grass.

JERRY B. MINTER.

Dalhart, Tex.

### Cattlemen Conserve the Soil

TO THE PRODUCER.—Conservation of the soil is a laudable movement. It should be practiced by everyone. The cattlemen cannot do otherwise than to conserve the soil. A range cannot be overgrazed by cattle without destroying the value of the cattle. Cattle do not destroy grass roots. Our cattle ranges have always been good ranges when there was a reasonable amount of moisture. After the drought they always grow again with the rain. Soil erosion originates with wind or water. Wind is only effective when we lack water.

It is proposed temporarily to finance the present program of soil conservation or erosion control from the general fund of the United States Treasury. Doubtless it will be necessary to finance a program of this kind if carried beyond this year by a processing tax. But regardless of the method used to collect the necessary funds, we are proposing to tax everyone to control the acts of God by the use of money. Thus we propose a tax in order to pay the agriculturist for something which is nothing more than proper operation. The man who has operated his farm or ranch properly will be taxed to repair the misdeeds of those who have not done so. In the furtherance of this principle we propose to find ways to give people money. The philosophy of a program of this kind involves the practical purchase of votes or the socialistic redistribution of the wealth. It is an old, familiar figure dressed in the saintly garb of soil conservation.

Cattlemen are capitalists. The process of creating cattlemen is the process of conserving capital. To them the philosophy of wealth distribution is the philosophy which would take from the husbandman and the worker and give to the idle and dull.

In 1864, Abraham Lincoln wrote: "Property is the fruit of labor; prop-

erty is desirable; it is a positive good in the world. That some should be rich shows that others may become rich, and hence is just encouragement of industry and enterprise. Let not him who is houseless pull down the house of another, but let him work diligently and build one for himself, thus by example assuring that his own shall be safe from violence when built."

C. J. ABBOTT.

Alliance, Neb.

"I have before me a copy of THE PRODUCER. I like it. Our boys should read it."—MRS. CARRIE BICKLE, Ismay, Mont.

**HAVE YOUR SADDLE MADE TO ORDER** *Saddle 10 to 20* *SEND FOR FREE CATALOG*

Perfect fit, guaranteed satisfaction, economy.  
Harness, Hats, Chaps, Boots, Bridles, etc.  
Makers of America's best quality Saddles

**FRED MUELLER**  
SADDLE & HARNESS CO.  
400 MUELLER BLDG. DENVER, COLO.  
STICK TO THE "Fred Mueller" SADDLE

### Cowboy Boots

Strictly handmade to your measure. Fancy imported and domestic leathers. New catalog with thirty-six new styles. Catalog on request.



**Western Boot Company**  
TUCSON, ARIZONA

## PINE-TREL

1.065 DEHYDRATED PINE TAR OIL  
BLOW-FLY REPELLENT  
ANIMAL WOUND DRESSING

Dehorning, Docking, Castrating,  
Wire Cuts, Wool Maggots, Grub  
in Head, Ear Salve, Snotty Nose,  
Soothing, Healing, Non-poisonous.  
The Perfect Wound Dressing.

SOLD UNDER POSITIVE  
MONEY-BACK GUARANTEE  
SEE YOUR DEALER OR WRITE

American Turpentine & Tar Co.  
NEW ORLEANS, LA.

# ROUND THE RANGE

## Stock and Range Report

Very poor to good is the condition reported for western ranges in the August 1 live-stock and range report of the Division of Crop and Live Stock Estimates. However, conditions in the seventeen western states are by no means so serious as they were in the 1934 drought. Cattle and sheep generally are in good condition except in the drought areas, and there they are not so bad off as they were in 1934. Condition of ranges is 72 per cent of normal, compared with 76 last month, 85 a year ago, 55 in 1934, 74 in 1933, and 81.1 for the 1926-35 average.

Condition by states follows:

**Arizona.**—Rains spotted, but ranges improved slightly; more moisture needed; old feed and browse good; cattle and sheep generally doing well.

**California.**—Matured natural pasture and stubble feed adequate in lower areas; quality of dry feed poor in places; stock water plentiful; high mountain ranges, improved by rain, furnish excellent grazing; condition of cattle and sheep satisfactory; some finishing of cattle and lambs on concentrates; late lambs, showing good weight and finish, being marketed; some inquiry for replacement stock from eastern drought areas.

**Colorado.**—Range and pasture conditions in eastern sections materially improved by recent rains; ranges and feed prospects generally good in mountain, western, and irrigated areas; live stock doing well; feed supplies ample except in southeastern sections.

**11,000-ACRE CATTLE RANCH** in northern California; controls 30,000 acres of Forest Reserve; 200 acres farming and alfalfa land; good ranch house; 3 large barns. Will carry 1,500 to 2,000 head yearly; both winter and summer range. Price \$7.50 per acre. Terms can be arranged.

**Chico Development Corporation**  
Box 480, Chico, California

**CATTLE AND GENERAL LIVE-STOCK FARMS** in Central Alabama. Medium and large acreages available at attractive prices. Ample grazing and feed crops. Long, mild growing season. For information and free copy "The Southland" write E. J. Huddy, General Development Agent, Dept. D-14, Louisville & Nashville Railroad, Louisville, Ky.

Hardy Alfalfa Seed \$7.40, Grimm \$9.90, White Sweet Clover \$3.50. All 60-pound bushel. Track Concordia. Return seed if not satisfied. Geo. Bowman, Concordia, Kansas.

**RANCHES, large or small, for sale, exchange, or lease, in Texas, New Mexico, Arizona, Wyoming, Montana, California, Canada, Central and South America, Africa, and islands of the sea. J. D. FREEMAN, Gunter Building, San Antonio, Texas.**

**Idaho.**—High ranges good; low ranges dry and need rain; hay and other feeds plentiful; some sheep moved to eastern Idaho; cattle and sheep have done well; late lambs in good condition.

**Kansas (western).**—Pastures furnishing little feed and supplemental feeding necessary; August rains helped, but future feed prospects poor; Flint Hill pastures dry and short of water; cattle lost flesh, but in satisfactory condition; no extensive liquidation.

**Montana.**—Drought conditions continue; eastern two-thirds of state has little range feed; hay and feed crops mostly failures; mountain, southwestern, western, and irrigated areas have fair to good ranges and feed crops; cattle and sheep moving heavily; winter feed supplies being used; shipped-in feed prices prohibitive; cattle and sheep held up well, but losing flesh; lambs in southeast stunted.

**Nebraska (western).**—Ranges and pastures dried rapidly during July, resulting in dry feed in some areas; fair to good feed in Sand Hill area; feed in west and southwest helped by August rains; some surplus hay in Sand Hills and Platte Valley; large number cattle moved from drought sections to eastern Sand Hills and other areas; cattle in good condition.

**Nevada.**—Rains improved summer ranges and winter range prospects; hay and other feed crops satisfactory; stock doing well.

**New Mexico.**—Range condition declined except in mountain areas; rain needed for winter feed; hay and other feed crops fair to good; cattle and sheep in good condition; prospects for good lot of lambs.

**North Dakota.**—Drought conditions prevailing except in northeast; feed supplies practically exhausted except in east and northeast; cattle shipments heavy; sheep starting to move; winter feed prospects poor except in east; live stock will shrink rapidly.

**Oklahoma.**—Pastures and ranges practically ruined; feed crops almost failure; serious shortage of water; rains can make pasture and other feeds, but cattle being moved out; cattle beginning to fall off rapidly.

**Oregon.**—Ranges and pastures generally good; rain needed in north-central areas; hay and other feeds plentiful; cattle, sheep, and lambs in fine condition; a few drought cattle moved into northeast.

**South Dakota (western).**—Little feed on ranges as result of drought and grasshoppers; little hay and other feeds; some feed in Black Hills and adjoining areas; cattle shipments heavy; sheep starting to move; winter feed prospects critical; cattle holding up well, but lambs showing effects of drought.

**Texas.**—Range, pasture, and feed prospects above average; rain needed in Panhandle and north-central sections for later feed; feed conditions good in sheep sections; cattle and sheep in fine condition; large crops of calves and lambs making excellent gains.

**Utah.**—Range feed improved by July rains; mountain ranges good; winter range prospects improved; feed still short on desert ranges; hay and feed crops good; cattle, sheep, and lambs doing well.

**Washington.**—Ranges in north-central and southeastern sections dried slightly, but ranges, pastures, hay, and other feeds generally in good supply; cattle and sheep in satisfactory condition.

**Wyoming.**—Range and feed supplies practically exhausted in northeast; short feed in central and east-central areas; mountain, western, south-central, and southwestern ranges good; hay and feed crops mostly failure in northeastern and central sections, fair to good in mountain and irrigated areas; cattle shipments heavy; sheep moving from dry areas; cattle and sheep holding up well except in dry parts; lambs from mountain and western sections about average weight and condition.

## Canadian Imports

Canadian cattle imports during the first six months of this year were more than double the volume received in the first half of 1935. Cattle weighing over 700 pounds numbered 113,536, compared with 50,255 during the first half of 1935. Importation of cattle weighing less than 700 pounds was 44,749, compared with 22,143. Cattle from Mexico weighing 700 pounds or over numbered 19,359, compared with 2,110 last year. Importations from Mexico of animals under 700 pounds were smaller this year than last. The total from the two countries for the first half of 1936 was 279,546 head, compared with 223,821 imported during the corresponding period of last year.

The Secretary of Agriculture still contends that "the importation of cattle as a whole and the importation under the Canadian Trade Agreement have practically nothing to do with the decline in the price of fed cattle." His principal reason for this conclusion is "that the imports from Canada have not consisted of fed cattle of the kind on which the prices declined in the United States. On the contrary, the prices of the kind of cattle we have been importing averaged higher in May than they did in January." He states that, "as a matter of fact, the



Little feed  
ought and  
ther feeds;  
adjoining  
vy; sheep  
prospects  
well, but  
ight.

and feed  
needed in  
l sections  
is good in  
sheep in fine  
calves and  
d by July  
d; winter  
feed still  
and feed  
and lambs

orth-central  
d slightly,  
and other  
oly; cattle  
dition.

l supplies  
east; short  
ral areas;  
entral, and  
hay and  
northeast-  
r to good  
eas; cattle  
ving from  
holding up  
lms from  
ons about

ts  
uring the  
were more  
ved in the  
ghing over  
compared  
lf of 1935.  
less than  
pared with  
weighing  
ed 19,359,  
Importa-  
under 700  
than last.  
ies for the  
head, com-  
during the  
ear.

still con-  
f cattle as  
under the  
ave prac-  
decline in  
principal  
"that the  
t consisted  
which the  
States. On  
the kind of  
averaged  
January."  
f fact, the

decline in the price of fed cattle was due to the increased domestic slaughter supply of this class of cattle."

To the contrary, Congressman Theodore Christianson, of Minnesota, is quoted: "Wallace is misled by the fact that practically all waybills on Canadian imported cattle specify them as feeders. As a matter of fact, these cattle are purposely billed in this manner so that the foreign shippers can put them into either the killer or feeder market, as cattle billed for slaughter must be killed upon arrival. Canadian shippers thus are given opportunity to take a two-way crack at our domestic market."

### Drought and Trees

Which species of trees and shrubs have been killed by the drought? Which have suffered injury? Which have showed ability to withstand drought conditions?

These and other questions are being asked by the Forest Service of those who are in a position to note the reaction of various plants to the drought. This information is not alone of scientific interest but has great practical value in many current operations, such as the reforestation program, cultural operation in the forest, erosion and flood control.

Data are desired especially on such features as the nature, extent, and character of the damage, the relative resistance of trees growing on different sites, the comparative ability of native and exotic trees to withstand drought, and the nature and extent of the damage to stands or to shade or ornamental trees, shrubs, etc. A questionnaire covering these points has been drawn up to aid observers in reporting the effects of the current drought. Anyone with observations on species behavior should communicate them to the Division of Silvics of the Forest Service, Washington, D. C.

### Fewer Cattle

In predicting a reduction of the cattle population as a result of this summer's drought, Bureau of Agricultural Economics experts point to the 1934 drought record. The number of cattle and calves on farms was then reduced about 6,000,000 head. They also mention the heavy marketings of this year and say that continuation of the drought would accelerate this tendency.

On January 1, 1934, reports the bureau, there were 74,000,000 cattle and calves on farms—an all-time peak, representing the culmination of an expansion movement begun in 1928 when the total was about 57,000,000 head. On January 1, 1936, there were 68,000,000. This number was considered relatively

large despite the heavy liquidation in 1934 caused by the drought and continued large marketings since that year, but despite the decrease in 1934 and 1935 the number of cattle was 11,000,000 more than the total estimated for January 1, 1928. The bureau points out that the cattle population increases and decreases in long swings, and that seven or eight years of increase is usually followed by a similar period of decrease.

### Wool Shorn in 1936

Pounds of wool shorn or to be shorn in 1936 are 361,265,000—3,398,000 pounds or 1 per cent less than in 1935, and 6,023,000 pounds less than the average for 1931-35—according to preliminary estimate by the Department of Agriculture.

The decrease this year was due to a decline in average weight per fleece, the number of sheep shorn being but little different from the number in 1935. Average weight per fleece this year was 7.94 pounds, compared with 8.2 pounds in 1935. Lower fleece weights were reported in all areas except the south-central states, the increase in that group being due to the rise in average weight per fleece in Texas of about 4 per cent. The largest decrease in fleece weight was in the east north-central states, where average weight in 1936 was ½ pound lower than in 1935.

The preliminary estimate of the 1936 production of shorn wool includes a forecast of fall shearing in Texas and California and total yearly sheep shearing at commercial feeding stations in Illinois, Missouri, Nebraska, and Kansas.

### Packers and Meat

Answers to some of the questions you may have in mind about the packing industry are given in "This Business We're In," a pamphlet issued by Swift and Company, as follows:

The first meat packer in this country is believed to have been William Pynchon, the founder of Springfield, Massachusetts, who, about 1650, learned how to preserve pork and thereby established a trade with the West Indies.

About half the farm land of the United States is partly or wholly used in supplying meat; cash income of the farmer from meat animals is larger than his cash return from cotton, wheat, oats, rye, and corn crops combined. Meat animals last year supplied more than 25 per cent of his estimated cash income; dairy products furnished 19½ per cent; and fruits and vegetables, 14 per cent. Cotton ranked fourth in this list, grains fifth, and poultry and eggs sixth.

Value of the output of the packing industry at the plant is usually larger than the value of the petroleum produced, or the steel manufactured, or of all the

automobiles leaving the assembly line.

The packer processes over 50,000,000 pounds of meat a day and handles over 140 different by-products.

Average profit of all manufacturing industries during the ten-year period ending 1931 was about 5 cents per dollar of sales. This compares with an average profit of about 1 cent per dollar of sales for the meat packing industry for the same period.

For 1925-34 the farmer's share of the retail meat dollar was almost exactly 50 cents. Of the remainder, the retailer used about 26 cents, the wholesaler 5 cents, the processor 15 cents, and the live-stock and transporting agencies 4 cents.

It was found that the housewife paid 21½ cents for the typical pound of meat in the 1925-34 period.

### New Books

Among recently published books about the West of old and the present West, its cowmen, ranches, and ranges, are these listed by Houghton Mifflin Company, of Boston:

CHARLES GOODNIGHT, COWMAN AND PLAINSMAN, by J. Evetts Haley—Reviewed last month in the PRODUCER.

MOUNTAIN CATTLE, by Mary Kidder Rak—Life on an Arizona ranch as described by a cattleman's wife.

APACHE AGENT, by Woodworth Clum—The story of John P. Clum, captor of Geronimo.

THE GREAT PLAINS, by Walter Prescott Webb—A thoughtful book on the West.

THE TEXAS RANGERS, by Walter Prescott Webb—A picture of the historic rangers of Texas.

COWBOY LINGO, by Ramon F. Adams—Cowboy lore and a lexicon of the lusty speech of the range.

KIT CARSON, by Stanley Vestal—A story of pioneer days.

WYATT EARP: FRONTIER MARSHAL, by Stuart N. Lake—A biography of the famous frontier peace officer.

The Macmillan Company lists the following:

RIM OF CHRISTENDOM, by Dr. Herbert Eugene Bolton—The life story of the missionary pioneer, Eusebio Francisco Kino.

BRONCHO APACHE, by Paul I. Wellman—The adventures of Massai, an Apache warrior.

Correct.—"Now tell the jury, lady," instructed the young lawyer, "just where the prisoner was milking the cow."

The young lady, a trifle embarrassed, smiled sweetly and replied, "Why, I think it was just a little back of the center, sir."

# The Western Movement

## *What It Means to Advertisers*

THE western movement—the cattle exodus from western plains and hills—is on. Only few animals are moving now, but by early September their trek to market will start in earnest. And the carloads of today will soon have grown to hundreds of trainloads, until the cattlemen of the West will have sold millions of cattle—probably five million will move to market before the end of the year.

The western movement means cattleman's harvest time—his pay day. And as he is paid for what he sells, so he spends for what he must buy—new equipment, new supplies. He becomes, collectively, a vast new market for all that makes a ranch go.

Here is created a new and ready buying power that spreads over the western ranges. You, the advertiser, want to reach this market. You want to pick out the real buyers in it—and at a cost that will not be prohibitive. There is a way you can do this.



They're coming . . . millions of them

That way is open to you in the cattleman's own magazine—the AMERICAN CATTLE PRODUCER. This national monthly is the official publication of the national cattlemen's association—it is the stockmen's mouthpiece. They own it and

run it—and they read it. It is the low-cost, sure way to reach this great western market. In it your advertising dollar goes straight to the mark.



ust, 1936

eady  
over  
e ad-  
rket.  
buy-  
ll not  
y you  
s.

y is  
ou in  
man's  
ine—  
CAN  
L E  
CER.  
onal  
the  
blica-  
e na-  
ttle-  
socia-  
the  
e n's  
e ce.  
t and  
is the  
h this  
your  
ght to